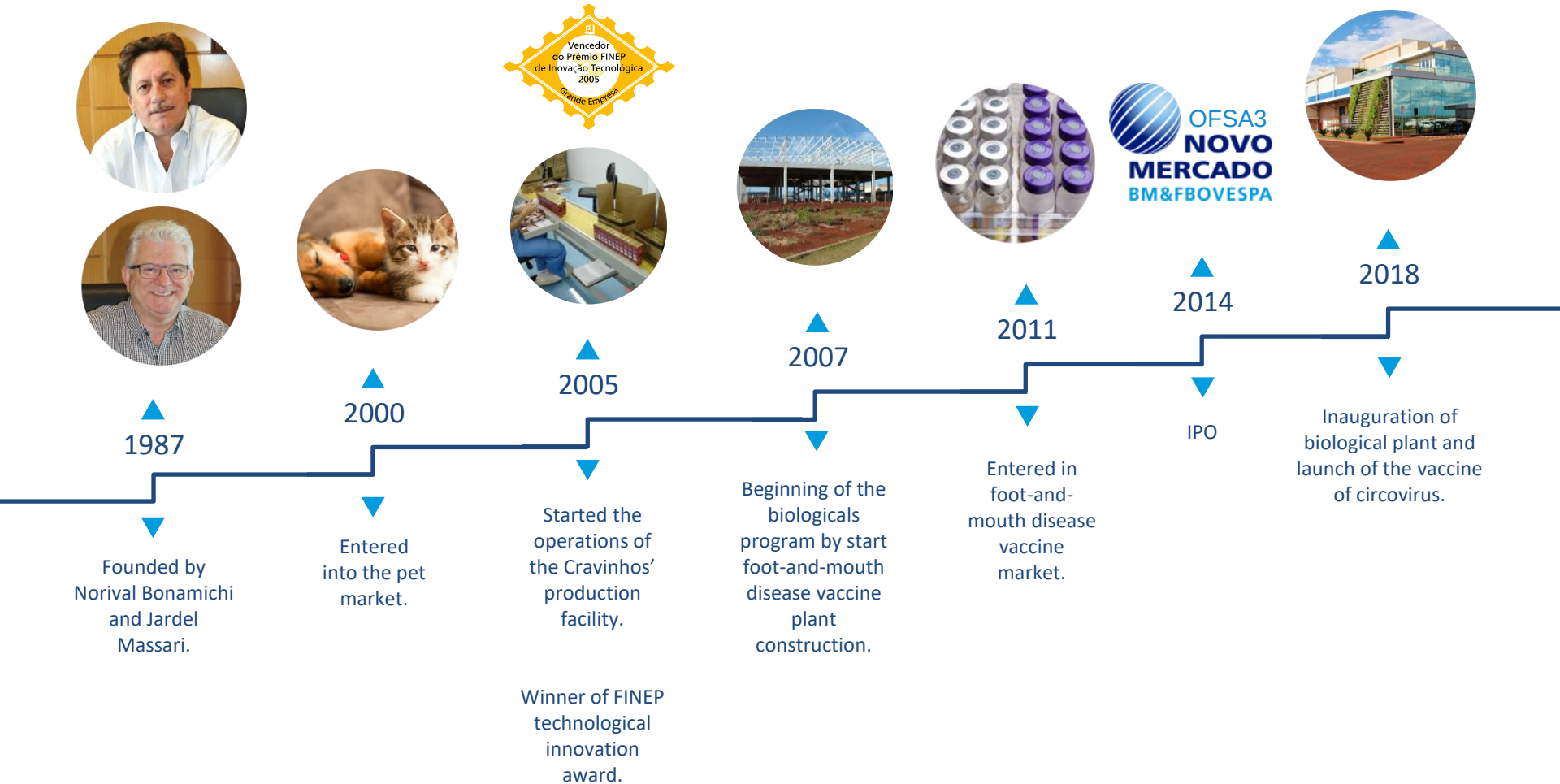


August 2019



32 Year History

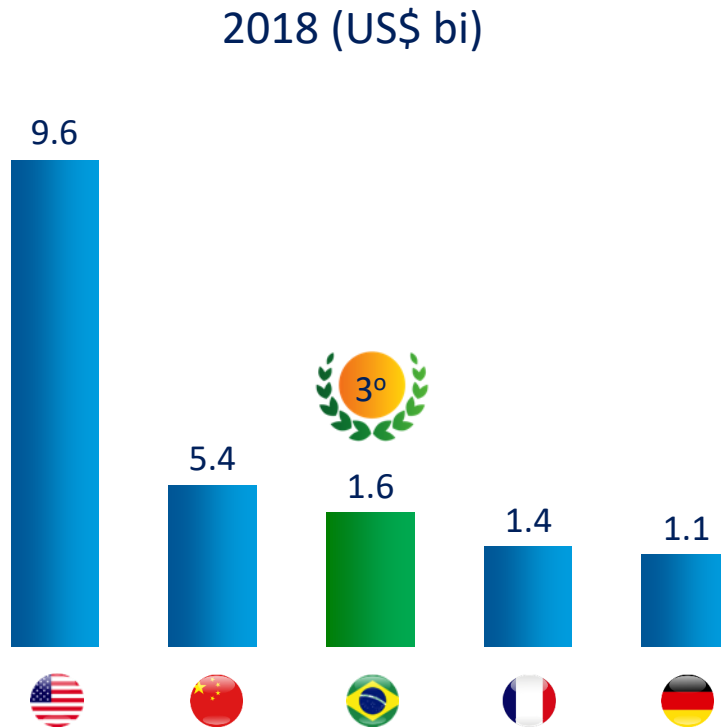


Our portfolio

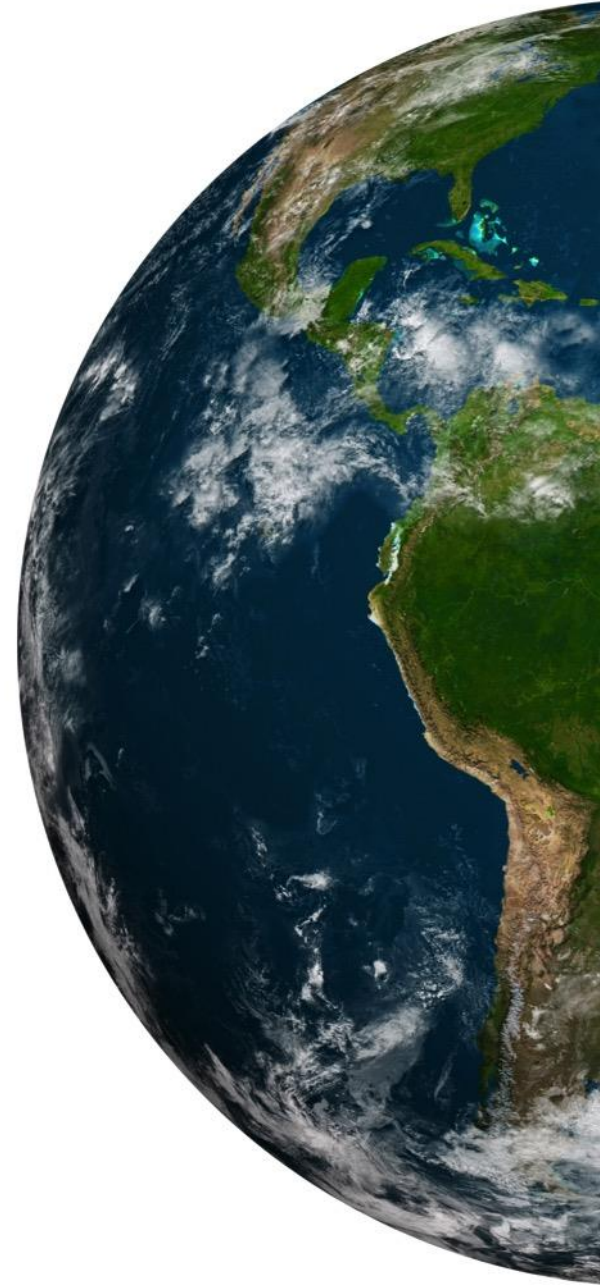
Products per Category

	% of net revenues	Production animals	Companion animals	International operations	Selected products	
Vaccines	 8.8%	4	-	Ourofino currently exports to 14 countries throughout the world	 Ourovac Aftosa	 Ourovac Clostridium
Antiparasitics	 40.9%	23	3		 Colosso FC30	 Master LP
Antibiotics	 17.6%	17	6		 Ciprolac	 Doxifin PS
Therapeutic	 20.1%	21	11		 Sincrocio	 Dermotrat
Nutritional	 2.4%	5	5		 Enragold	 Ractosuín
Others	 10.2%	7	1		 Herbalvet	 Maxicam Gel
% of net revenues (2018)		78%	13%	9%		
# of products from current portfolio		77	26			

Animal health global market

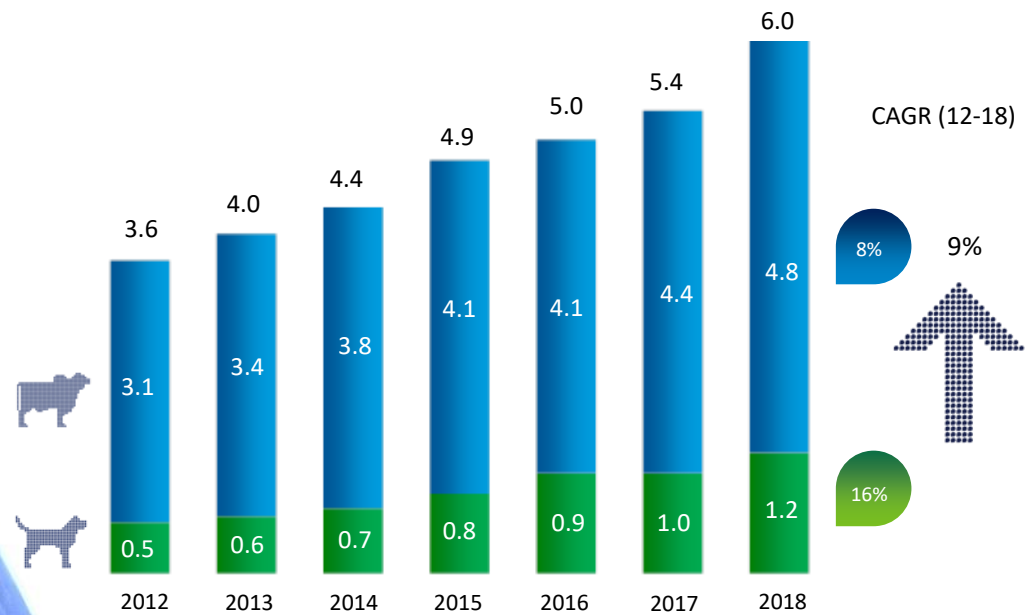


Source: Company information



Animal health in Brazil

Market (R\$ bn)



Source: SINDAN

Highlights

Brazil as the 3rd largest market with strong growth opportunities

Major animal protein producer being responsible for
50% of LATAM meat output

Still incipient in the use of animal health products

Growing need to improve animal productivity as
a key driver of demand for animal health products

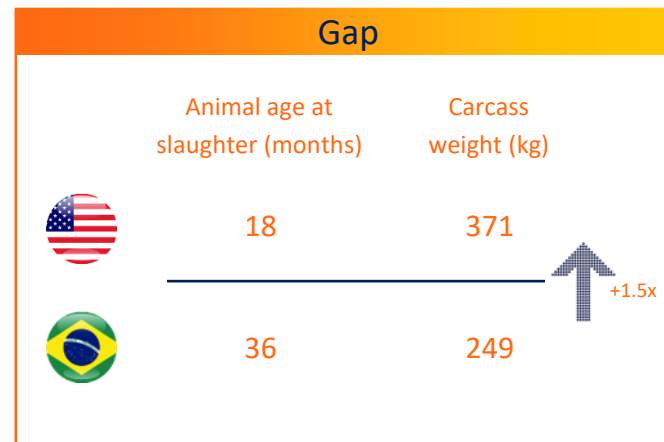
Growth Drivers

Population and income growth drive demand for meat and dairy

Lower availability of land puts pressure to increase productivity



Production Animals



Growth Drivers

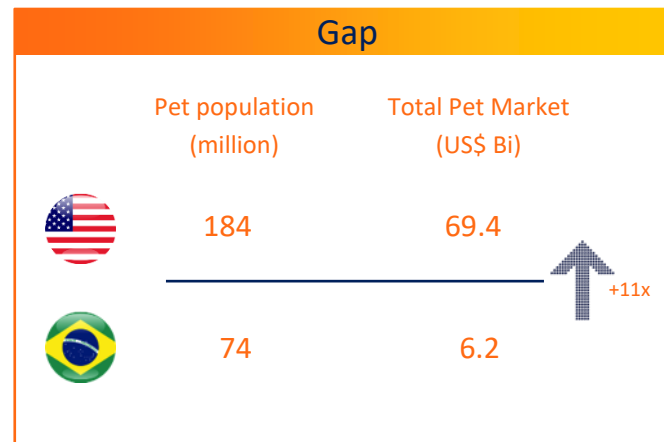
Aging and
growth of
income
driving
demand for
pets

Humanization of
pets

Pets living
longer



Companion Animals



High Entry Barriers

Entry Barriers in the Sector

Regulatory Framework for Manufacturing Process

Guidance for the inspection of veterinary products and manufacturers' facilities

Product Registration

Need operating plant to apply for a new registration
4 years, on average, to have a new product registered

Ourofino's Main Strengths

- Plants that meet Brazilian authorities' regulatory requirements and are also fully compliant with international standards
- Fully operational plant
- ~100 people in R&D
- 36 products launched in the last 5 years

High Entry Barriers

Entry Barriers in the Sector

Products

- Complete portfolio of products
- Products customized for Brazil

Distribution / Sales

- Nationwide and efficient distribution network
- Well trained sales force with a solid network of clients

Brand

- Track record
- Customer loyalty

Ourofino's Main Strengths

- Approximately 100 products Flexibility to produce different types of formulas, dosages and application methods

- Presence in all Brazilian states
- More than 4,500 clients across Brazil and internationally

- 32 year track record



Leading Position and Proven Ability to Gain Market Share

Ourofino plays a key role in the animal health market, being the largest local player.

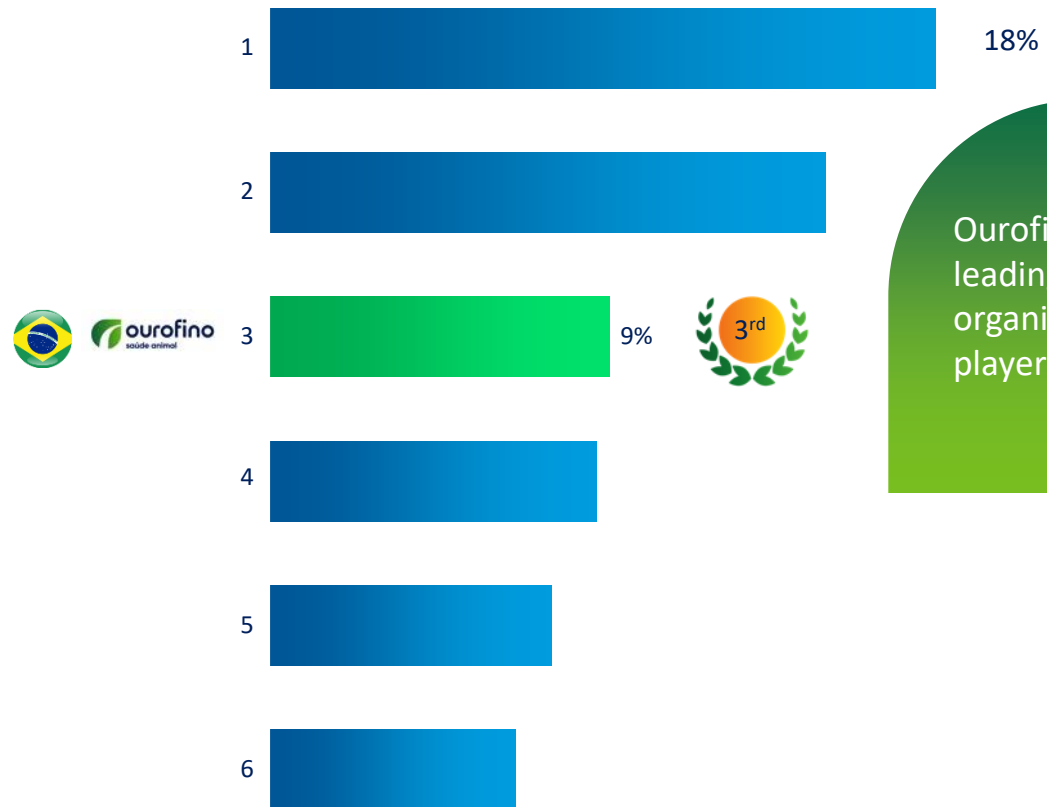
Highlights

Closer relationship with clients

- Direct sale to resellers in production animals
- Technical sales and educational programs

Customization via molecule combination and application methods

Brazilian Animal Health Ranking¹



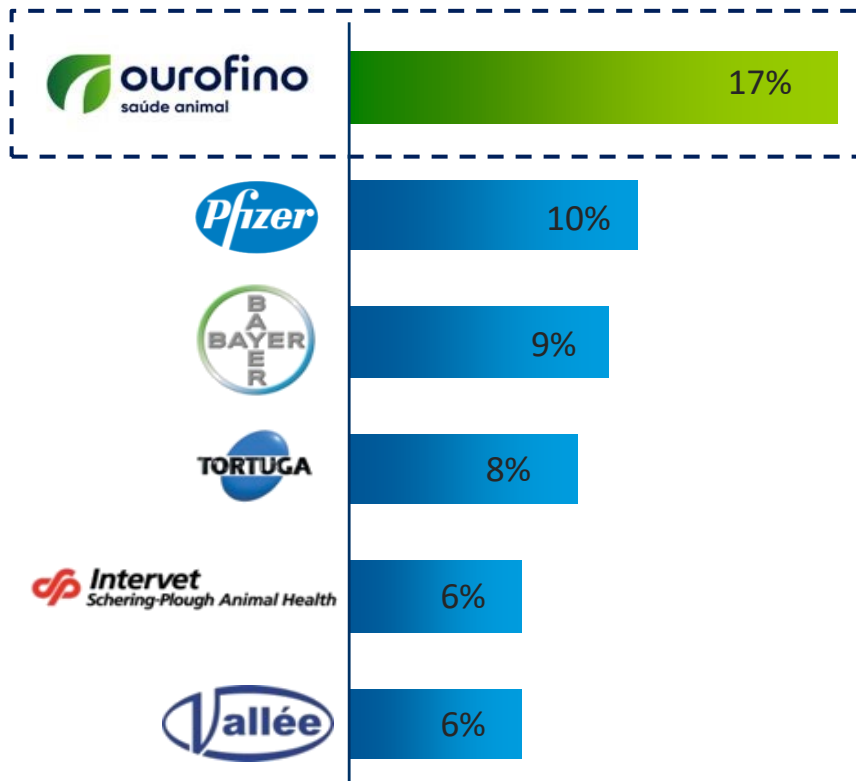
Source: SINDAN

¹ Based on revenues as of full year of 2018

Widely recognized brand

“Top-of-mind” brand in the market

Most admired company in the veterinary segment



Animal Pharm award for best company –
Latin and
South America in 2015.

Widely recognized brand

Highly awarded company

Company achievements



Época magazine award for one of the greatest places to work in Brazil in 2005, 2008, 2009, 2010, 2011, 2012, 2013 and 2014



Exame magazine award for one of the 150 best places to work in Brazil in 2005, 2006, 2008, 2009, 2012, 2013 and 2014



Ourofino is recognized since 2000 by Fundação Abrinq as a company that supports child development



Anpei award for innovative approach



FINEP technology innovation award



Ernst & Young award for the top entrepreneur of the year

A close-up photograph of two hands shaking in a firm grip. The hands are positioned diagonally across the frame, with the left hand on the left and the right hand on the right. The skin tones are warm, and the background is a soft, out-of-focus orange-gold gradient, suggesting a sunrise or sunset. The lighting is bright and warm, creating a sense of optimism and agreement.

Diversified client base and
broad distribution network

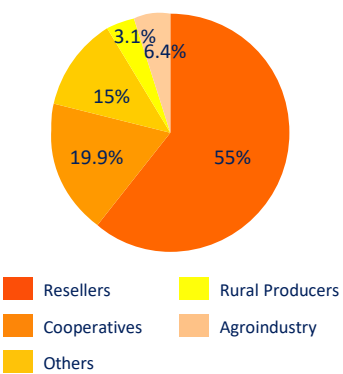
Scope of product portfolio
coupled with strong customer
relationships leads to one stop
shopping for customers

Production Animals

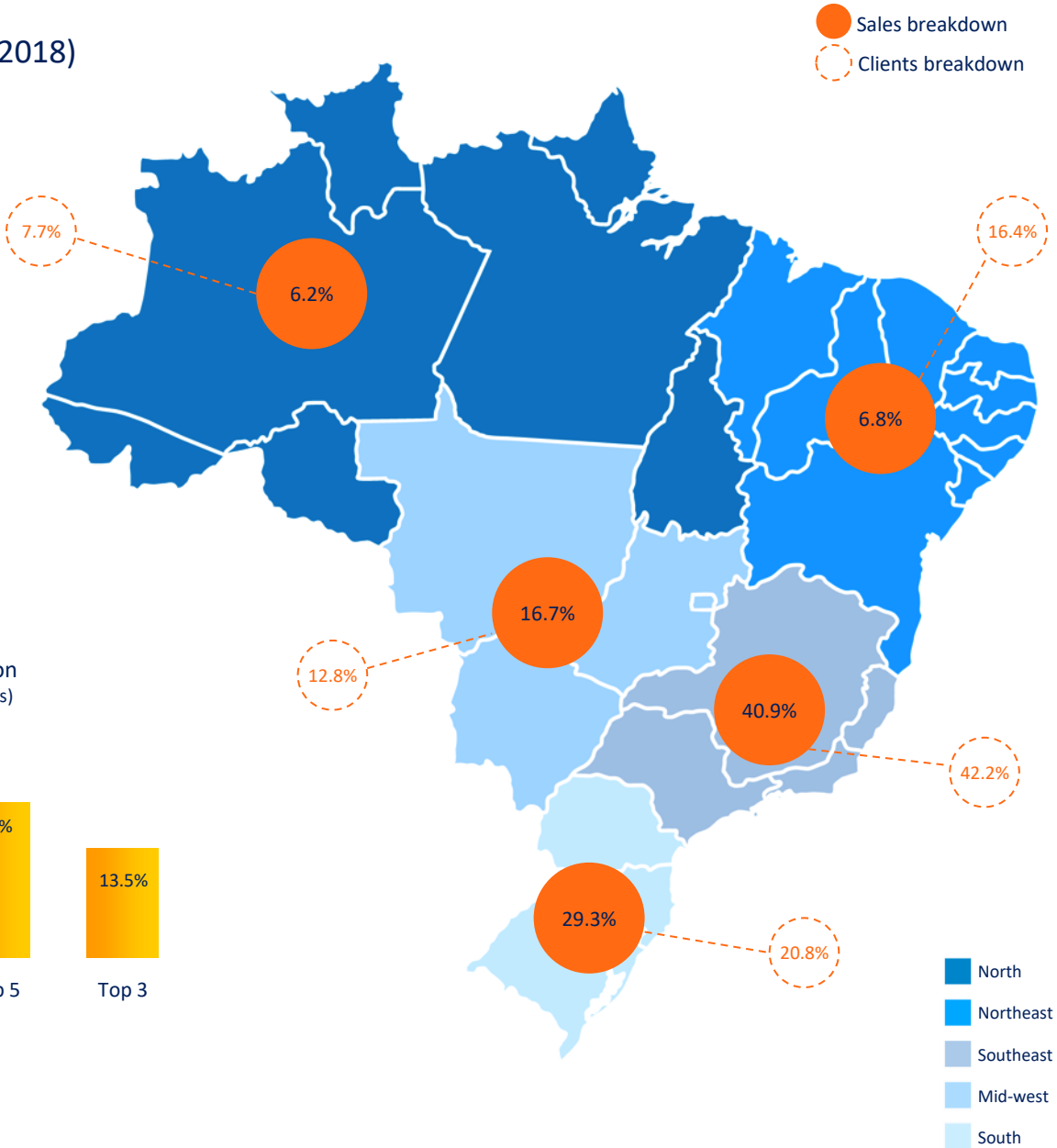
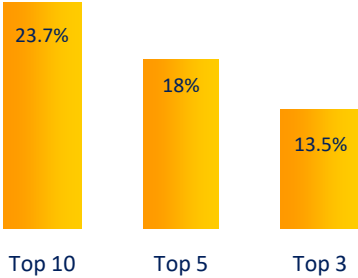
Sales and clients breakdown inside Brazil (2018)



Client breakdown
(% of 2018 net revenues)



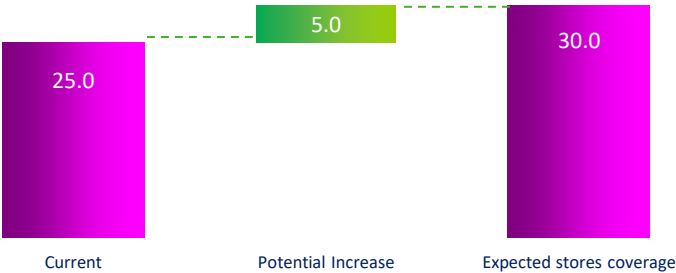
Client concentration
(% of 2018 net revenues)



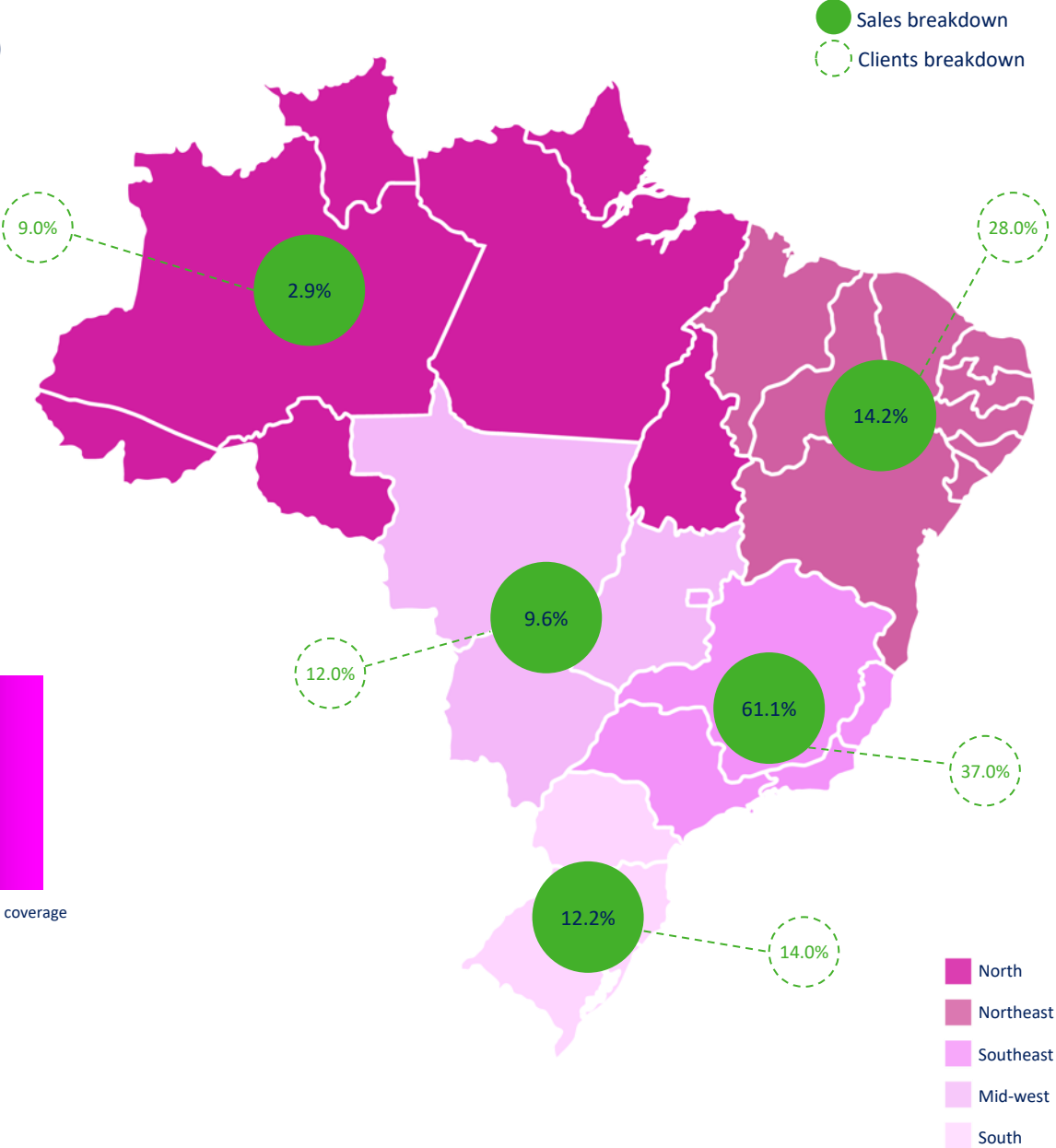
Source: Company information

Companion animals

Sales and client breakdown in Brazil (2018)



of Pet stores covered ('000 stores)
(As of Dec 2017)



Source: Company information

State-of-the-art production facilities

The largest production facility of animal health products in Brazil

Highway Anhanguera, 298km
Cravinhos (SP)



- 1 Headquarters
- 2 Laboratory for quality control and R&D
- 3 Pharmaceuticals production facility
- 4 Warehouse / shipping facility
- 5 Animal defensives production facility
- 6 Hormones production facilities
- 7 Foot-and-mouth vaccine production facilities
- 8 Biological QC and general vaccines production facility

State-of-the-art production facilities



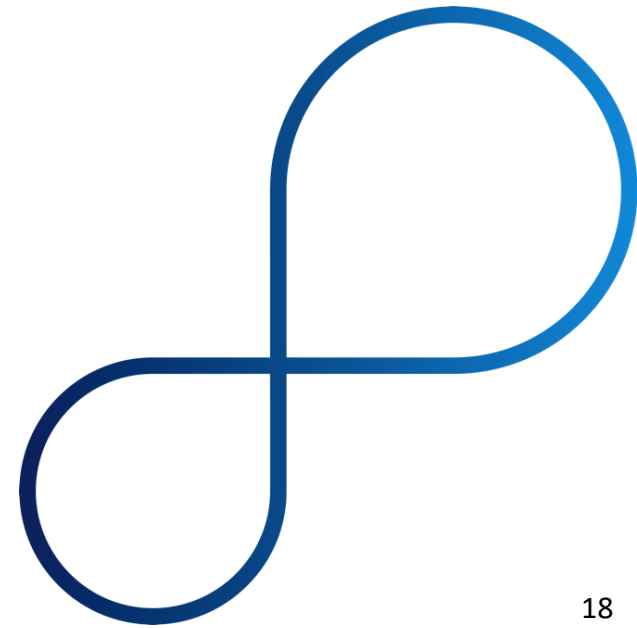
One of the most modern plants in the veterinary segment



Designed to be able to comply with top international standards for quality certification: US FDA, GMP and EMEA



Advanced IT system (SAP) implemented



Expertise in product development with best-in-class R&D practices



R\$ 102 mm of R&D investments in the last 3 years, an average of 6.5% of net revenues invested every year

Ourofino has its own internal research center to lead clinical studies and field experiments established in our farm

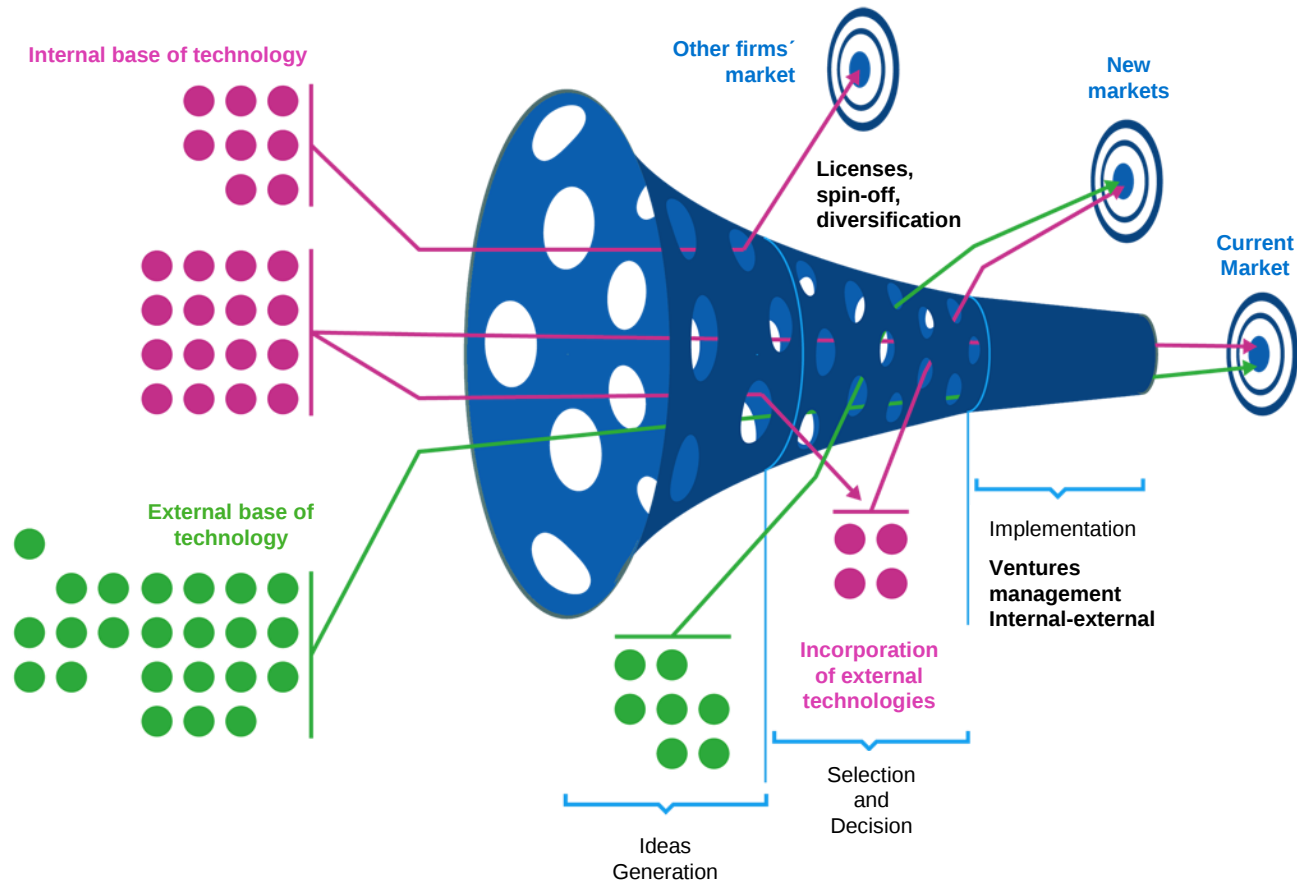
Open innovation model: transformation of ideas into products and having strong relationships with innovation powerhouses

R&D team with more than a 100 highly capacitated employees

R&D and Marketing teams mapping the trends in the animal health industry

RD&I processes

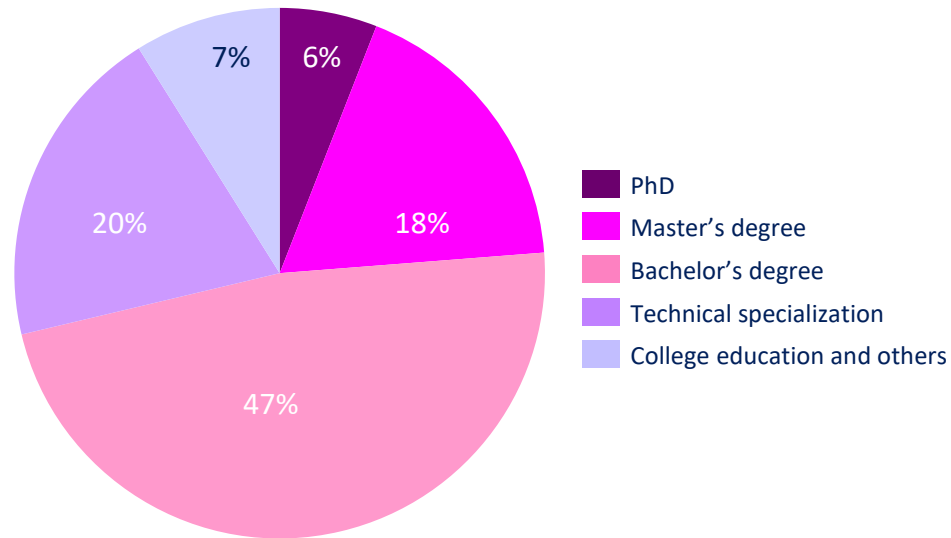
Open Innovation¹



Expertise in product development with best-in-class R&D practices

Focus in education profile in order to get maximum R&D results

Education profile
of the R&D team



Expertise in product development coupled with relationships drive

Dedicated farm for product experiments and for training on artificial insemination protocol



Products



Evol

Broad-spectrum endectocide for cattle; its formulation is based on ivermectin and albendazole sulfoxide

Products



Regepil

Treatment and healing of general, chronic and localized wounds



Products



Resolutor

Antibiotic prescribed for the quick treatment of respiratory diseases in animals

Beginning of operations in the biological plant

February 2019
—First sales of
the new
vaccine



Launches in 2019

The definition against circovirus was updated.

Segment:

Swine

Therapeutic
Class:

Biological



Innovation is also one of our pillars.

To be part of what is the most innovative in the segment, in April we became partners with AgTech Garage of Piracicaba (SP), considered the largest center of agribusiness innovation in Latin America. The purpose is to foster the connection between companies, startups and producers, with solutions that can be applied within the company



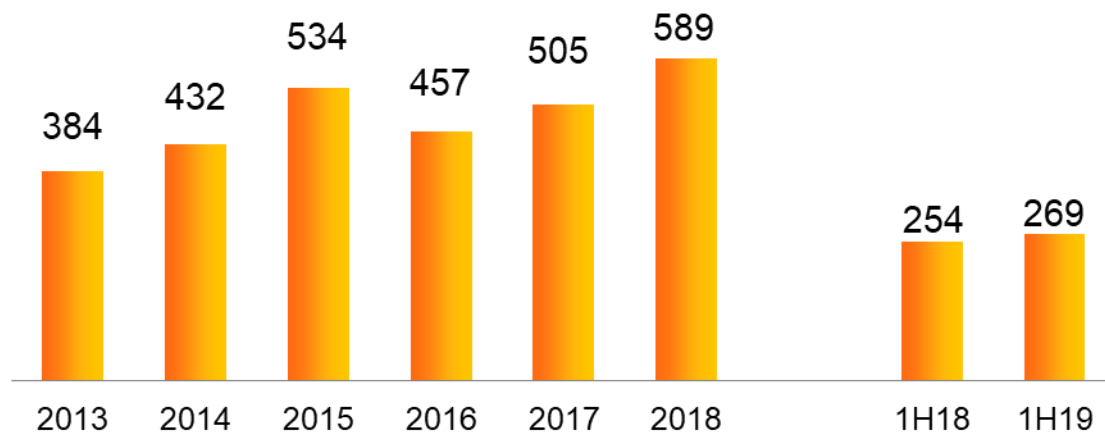
AgTechGarage



AgTechGarage

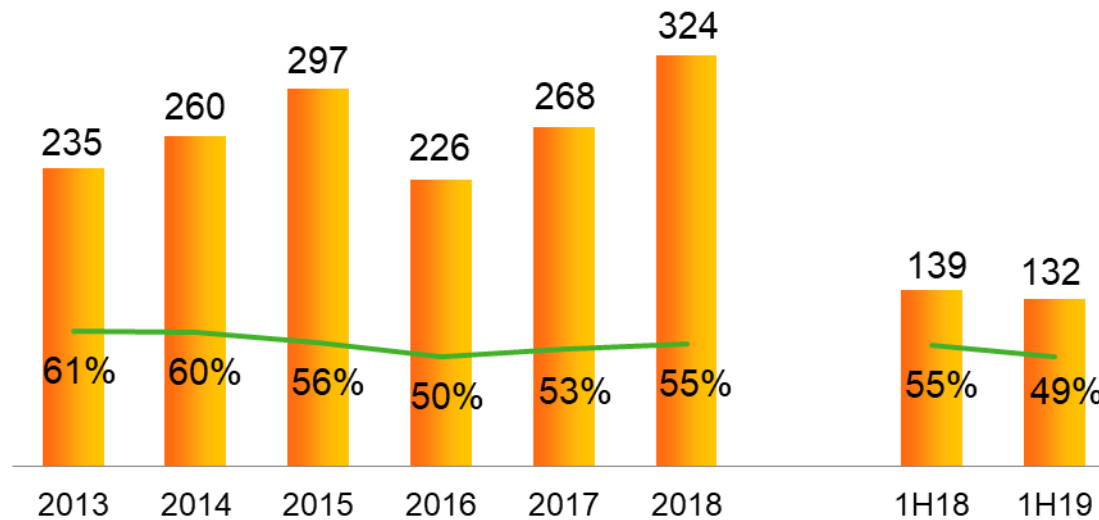
Financial Highlights

Net revenues (R\$ mm)



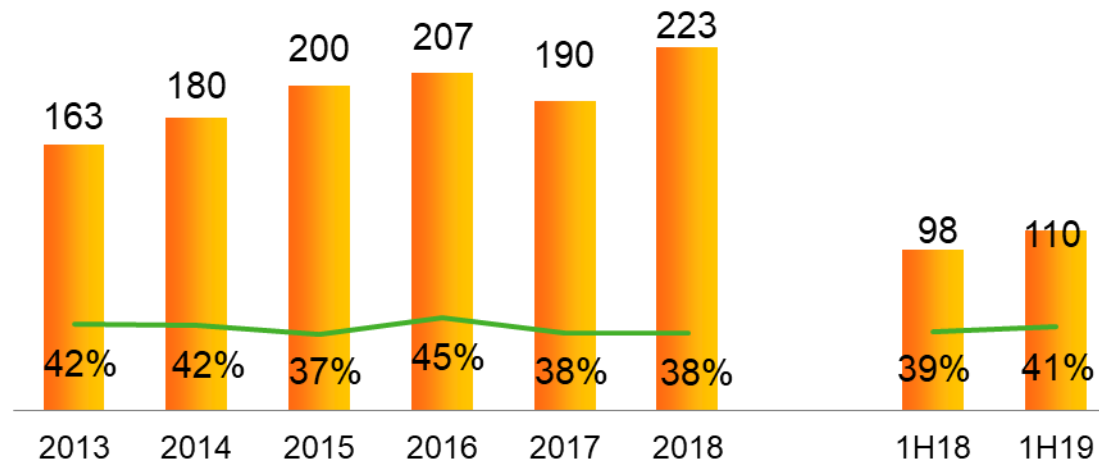
Financial Highlights

Gross profit (R\$ mm) and margin



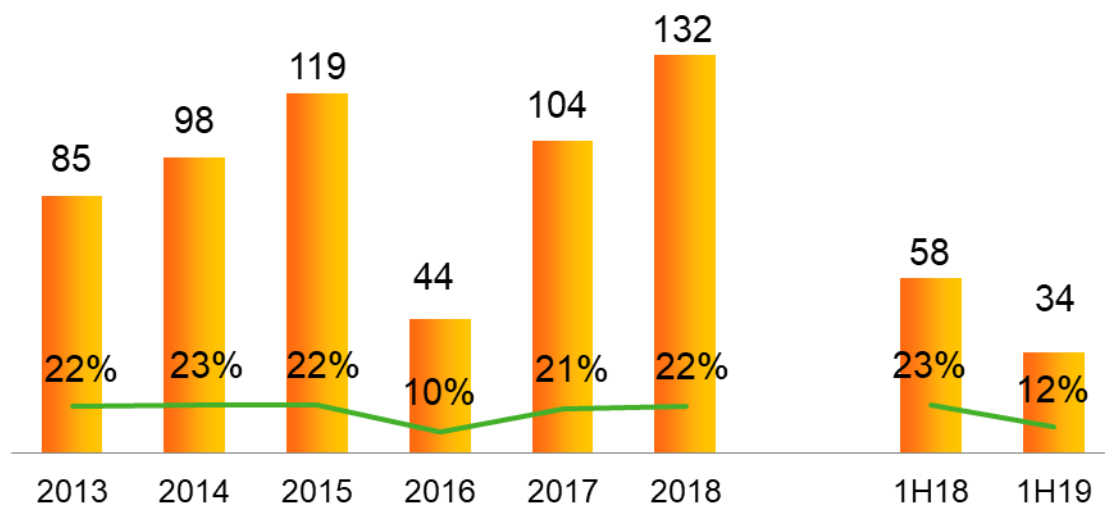
Financial Highlights

SG&A (R\$ mm) and percentage on net revenue



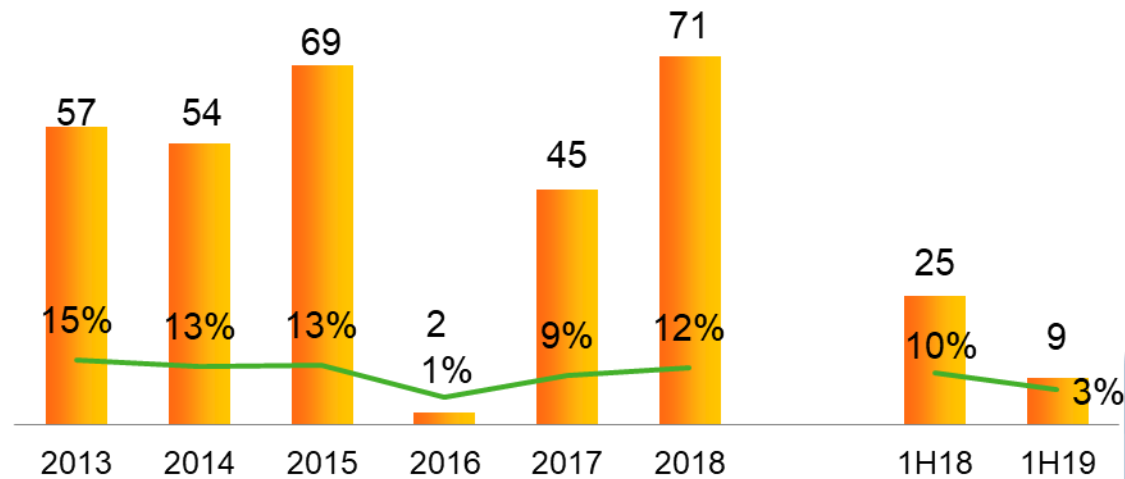
Financial Highlights

Adjusted EBITDA (R\$ mm) and margin



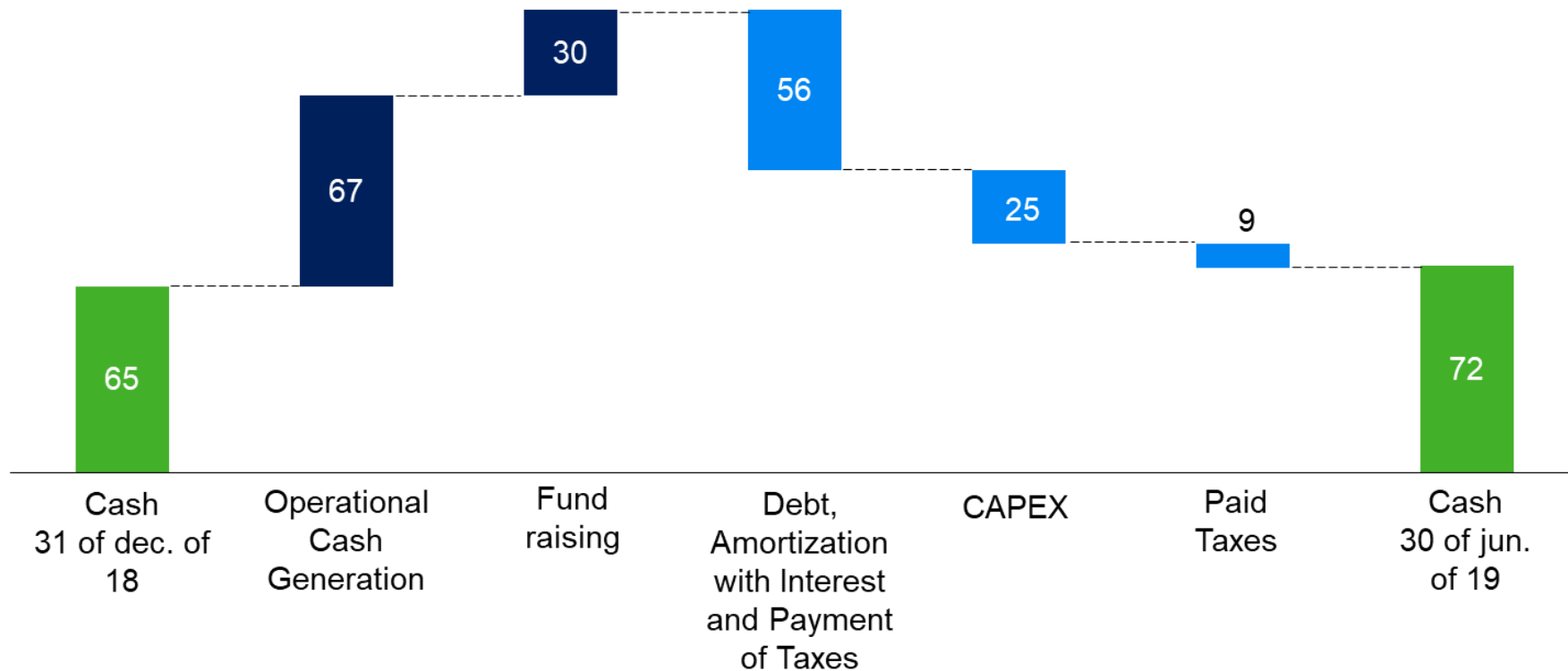
Financial Highlights

Adjusted profit (R\$ mm) and margin



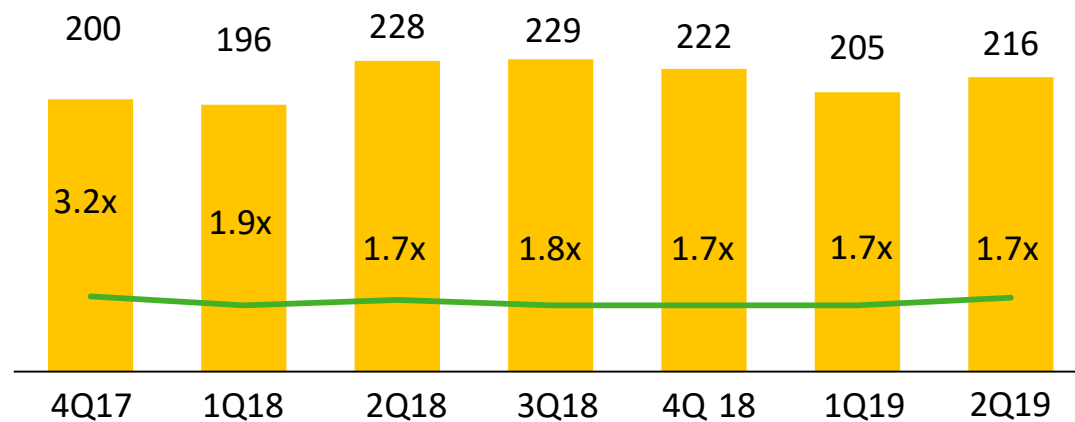
Financial Highlights

Cash position (R\$ mm)



Financial Highlights

Net debt (R\$ mm) and leverage (net debt/LTM EBITDA)

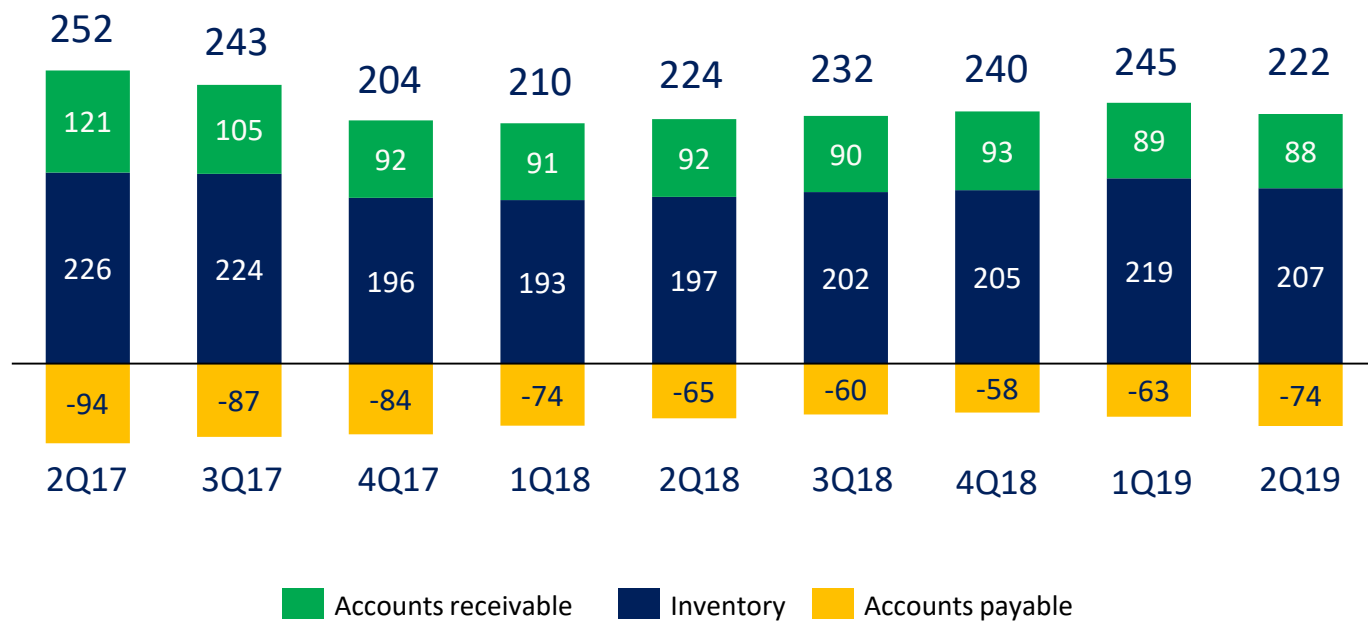


Average cost of debt (year)

Period	Average cost of debt (year)
4Q17	6.8%
1Q18	7.1%
2Q18	7.1%
3Q18	7.0%
4Q 18	7.2%
1Q19	7.3%
2Q19	7.0%

Financial Highlights

Financial cycle* (days)

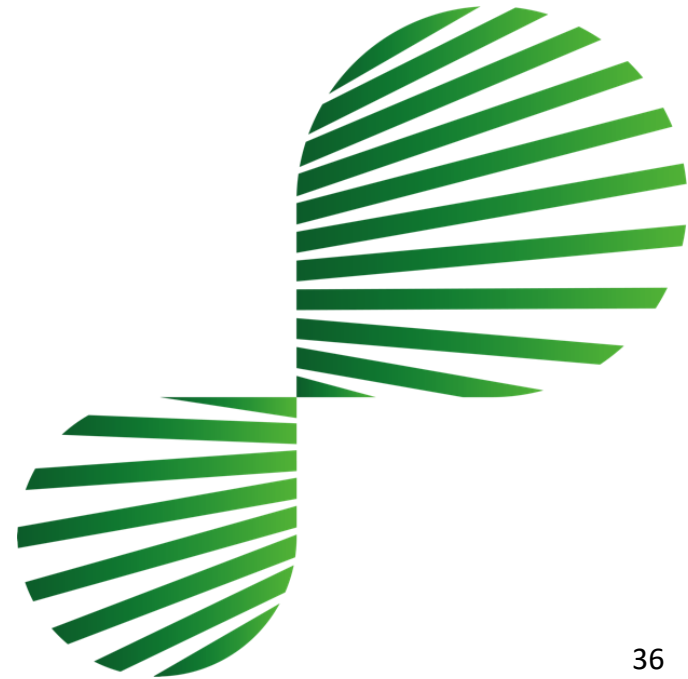


Source: Company information

*On LTM basis and average of quarter balance sheets from the last 4 quarters

Ownership Breakdown

• Founder Shareholders	56%
• General Atlantic	17%
• BNDESPAR	12%
• Others	15%



Highlights

Leading position in the attractive Brazilian animal health market.

Unique combination of a widely recognized brand, diversified client base and wide distribution network.

Strong corporate governance and a best-in-class management team.

Expertise in product development with best-in-class R&D practices and extensive pipeline.

State-of-the-art production facilities.