

Ourofino S.A.

Company Presentation





Entry into the
Pet market
2000



Start of the biologics
program, with the
factory producing the
vaccine against foot-
and-mouth disease
2007



IPO
2014



Completion of the 3rd
Strategic Planning
cycle and evolution of
Organizational
Culture
2020



Five launches, including
LeanVac, the first Brazilian
vaccine and second in the world
for swine immunocastration,
winner of the FINEP Innovation
Award, and completion of the
4th Strategic Planning cycle
2025



1987

Foundation of
Ourifino by
Norival
Bonamichi and
Jardel Massari



2005

Start of
operations at the
Cravinhos-SP
manufacturing
plant and winner
of the FINEP
Innovation Award



2011

Entry into the
market for
vaccines against
foot-and-mouth
disease



2018

Inauguration of
the biologics
plant and launch
of the circovirus
vaccine



2024

Seven launches
throughout the
year, including the
world's first single-
dose vaccine against
Glässer's disease

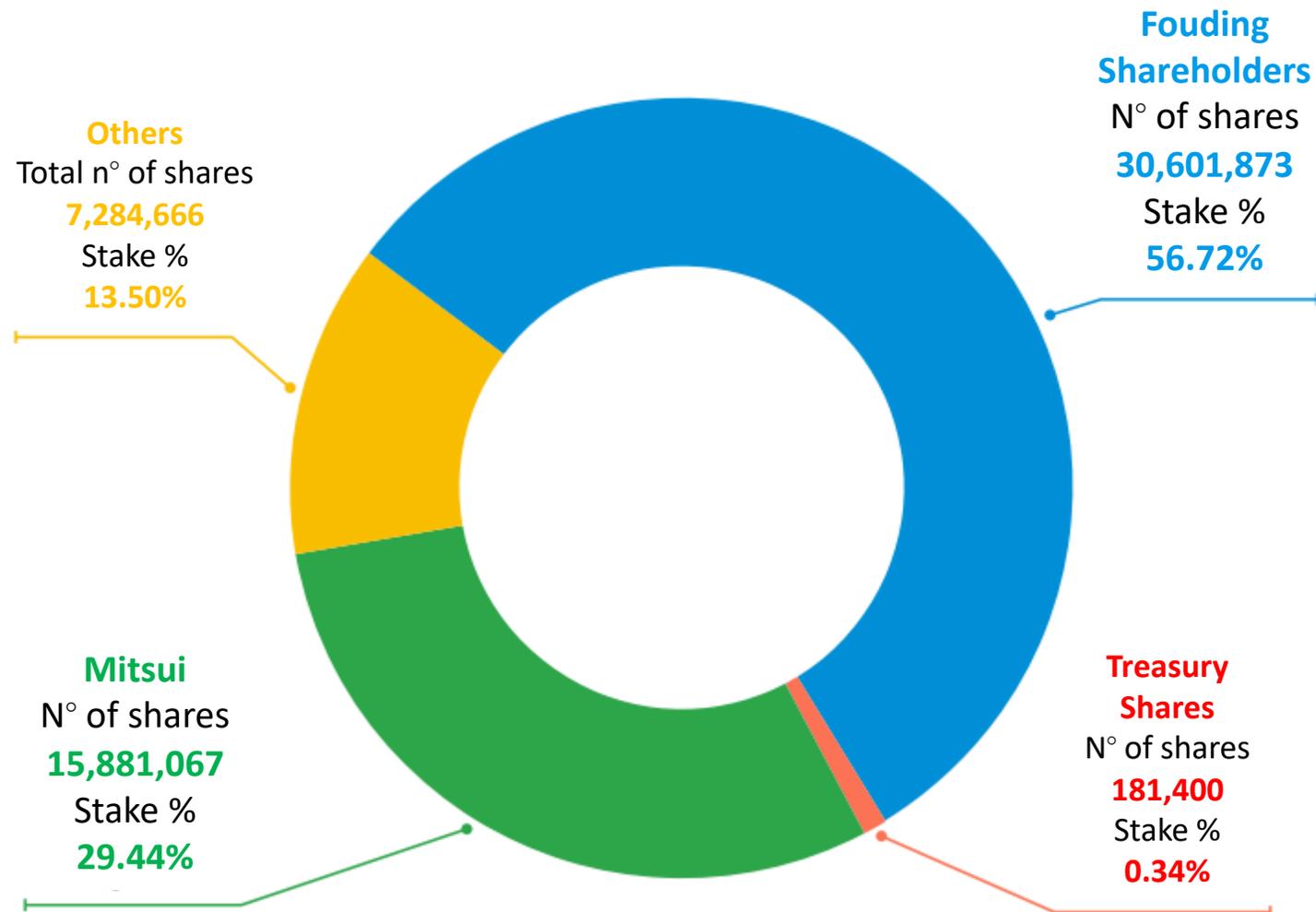


Composition

Our ownership structure reflects the strength of our partnerships and the confidence of our investors. Founding shareholders hold 56.72% of the shares, while Mitsui, a Japanese multinational with a broad presence across several economic sectors, holds 29.44%. In addition, we have 0.34% of treasury shares and other investors, who account for 13.50% of the shares, completing our shareholder base.

Shareholder	N° of shares	Stake %
Founding Shareholders	30,601,873	56.72%
Treasury Shares	181,400	0.34%
<i>Free float¹</i>		
Mitsui	15,881,067	29.44%
Others	7,284,666	13.50%
Total	53,949,006	100%

¹Shares freely traded in the market, ensuring liquidity and access to a broad investor base.



Reimagining Animal Health

- **We produce solutions and services to help feed the world and extend the longevity of companion animals.**
- **Our purpose is to demonstrate that a national company is capable of delivering highly complex innovations.**
- **To promote technological capability-building and the country's intellectual independence, contributing to the modernization of the national industry.**

Play to Win

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

Care for People

We are passionate about what we do and go the extra mile to care for people.

Connect with the World

We engage with the world in an entrepreneurial and digital way to build partnerships and innovate.





— We were recognized with the 2025 FINEP National Innovation Award. This reinforces our commitment to solutions that promote food security and the sustainability of Brazil's agribusiness.



— The ranking recognizes organizations that are most engaged in partnership-building, knowledge exchange, and driving innovation in the agribusiness market. In 2024, we achieved 3rd place.



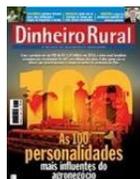
GPTW – We ranked 4th in 2024 among the 50 best companies in the same segment, reinforcing our commitment to an inspiring and welcoming work environment.



The Reclame Aqui Award recognizes companies that provide the best customer service, based on customer reviews and complaints submitted on the Reclame Aqui platform.

This recognition is granted to companies that demonstrate excellence in problem resolution and a high customer satisfaction rate.

Proud to be Ourofino



Market

We operate in the main markets across Latin America

and also export to other countries through distribution channels.



*Countries where Ourofino products are sold in Latin America.

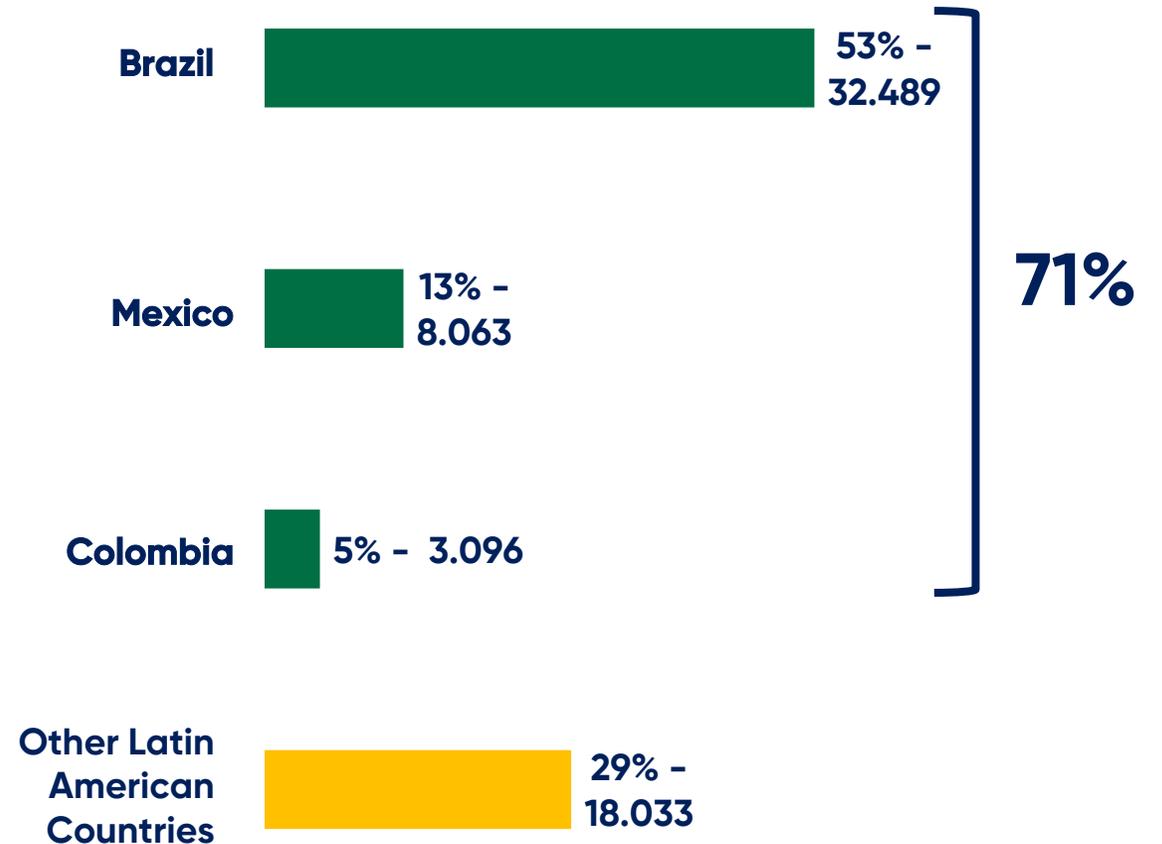
Market

We have our own sales structures in 3 of the most representative markets in Latin America's animal protein production chain.

17%

of global meat production is in Latin America.

Brazil, Mexico, and Colombia account for more than half of Latin America's meat production.

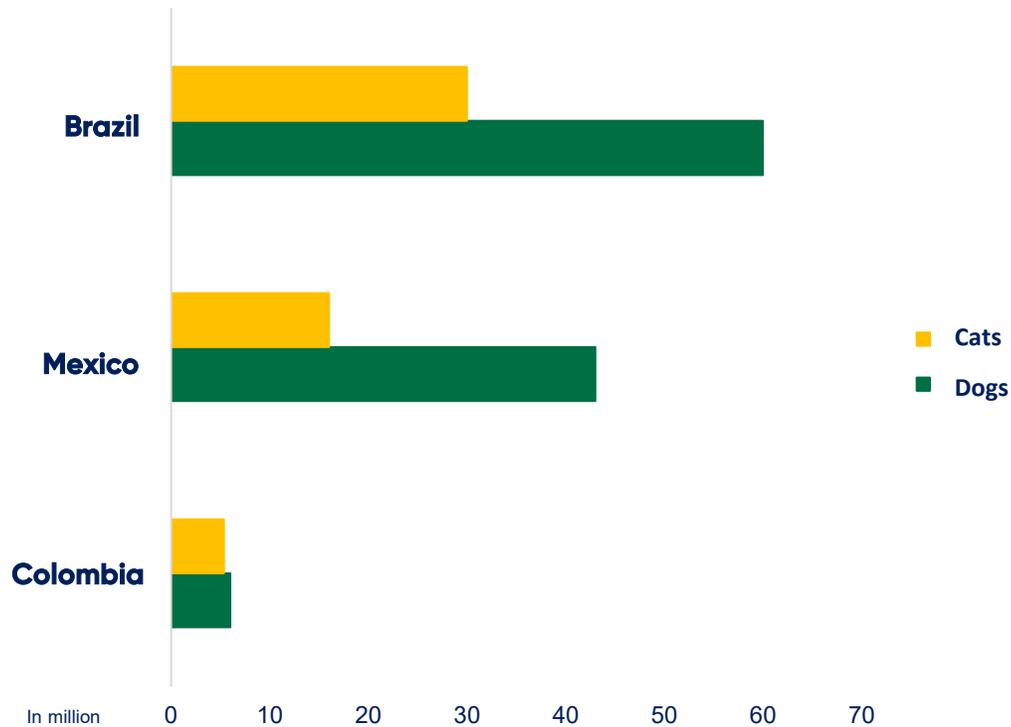


* In tons of beef, pork, and poultry meat produced. FAO. 2024 Meat Market Review: Overview of global meat market in 2023.

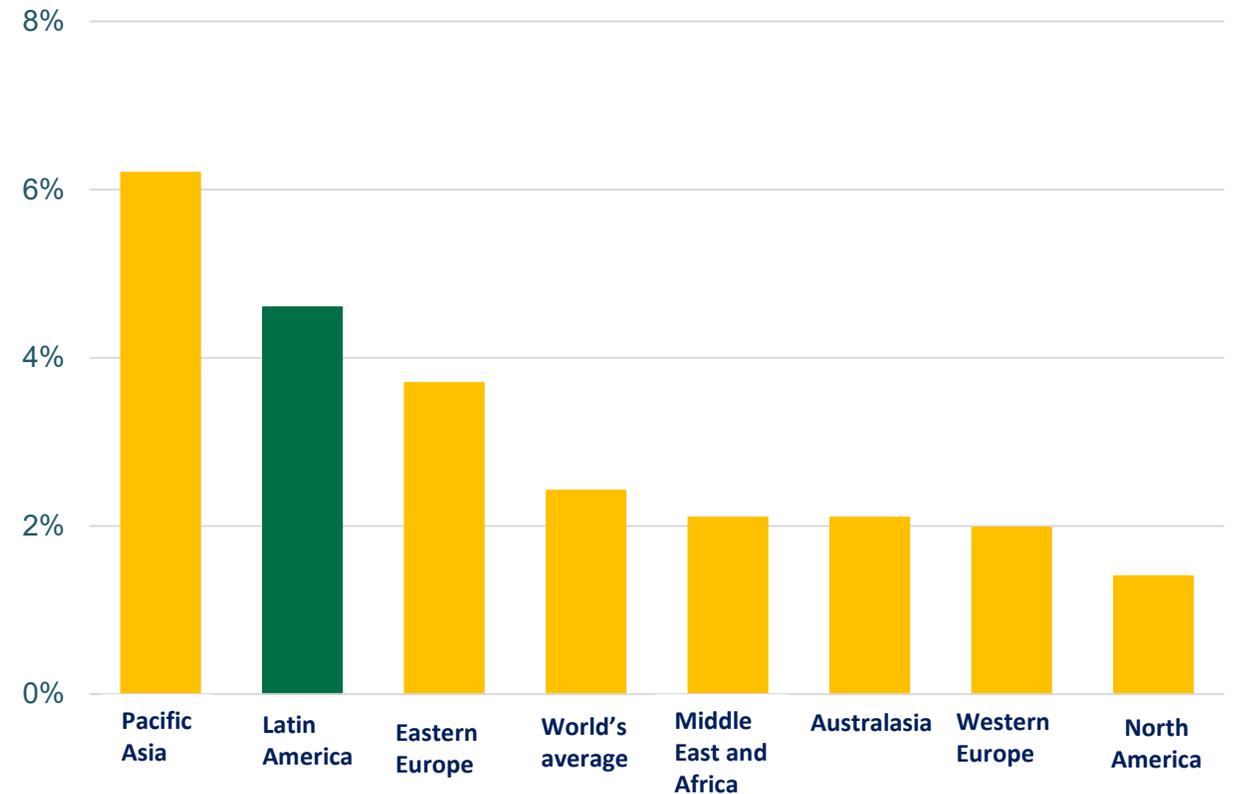
Market

Brazil has the world's 3rd largest companion animal population, with approximately 90 million dogs and cats.

Latin America is the 2nd macro-region in projected growth in pet care spending through 2028.



Sources: ¹ ABINPET – Brazilian Association of the Pet Products Industry (2022). Encuesta Nacional de Bienestar Autorreportado (2021). INEGI – National Institute of Statistics and Geography and Information – Mexico. Encuesta Multipropósito (2021). DANE – National Administrative Department of Statistics – Colombia.



* Projected growth in veterinary care spending from 2023 to 2028 on pet care, which includes but is not limited to veterinary care. Source: Euromonitor International, 2024.



Brazil

One of the world's major agribusiness powerhouses

2nd largest beef producer in the world, with 11.85 million tons produced in 2024

3rd largest chicken meat producer in the world, with more than 15 million tons per year

4th largest pork producer in the world, with more than 4.5 million tons per year

1st in exports of beef and chicken meat

3rd largest consumer of beef protein

More than 23% of national GDP comes from agribusiness

4th largest swine herd in the world, with approximately 33.15 million head at the beginning of 2024

4th largest pork exporter in 2024

Market

Animal Protein

Mexico

2nd Largest Animal Health Market in LATAM



Colombia

3rd Largest Animal Health Market in LATAM



Market

Companion
Animals



Brazil

3rd largest pet market in the world

Source: ABINPET – Brazilian Association of the Pet Products Industry

Mexico

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

Source: National Institute of Statistics and Geography

Colombia

More than 8 million companion animals in the country

Source: APROVET (National Association of Veterinary Product Laboratories in Colombia)

Vision for the Future

- Differentiated access
- Innovative R&D / Strategic partnerships
- Portfolio expansion
- Adjacent markets
- International Growth
- Strong purpose and culture
- Most admired in the segment in Latin America

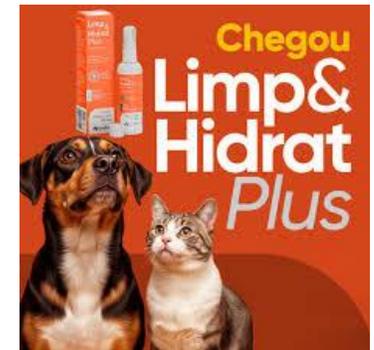


2025 Lauches

Production Animals



Companion Animals



About the newest launches

Sincromais is an injectable mineral supplement composed of seven minerals, including phosphorus, magnesium, copper, selenium, cobalt, and potassium. It has the highest concentration in the market and is indicated for supplementation and the treatment of deficiency conditions related to these minerals. It helps modulate metabolism, delivering better results.

Limp&Hidrat Plus has been added to the pet portfolio as an evolution of the otic hygiene line for dogs and cats. The product was developed for ear cleaning, combining ease of use with attributes that support the care routine, with a formulation that includes TRIS-EDTA, neutral pH, and ingredients designed to promote care and hydration.

LeanVac is the first Brazilian vaccine for swine immunocastration and the second in the world for this purpose, fully developed by Ourofino. It represents a break in the sector's monopoly, supported by cutting-edge national technology and in-house industrial production.

Nexlaner is the first fluralaner-based ectoparasiticide developed by a Brazilian company. The molecule, previously exclusive to a multinational company, is now available in a domestic formulation with high efficacy and a shorter withdrawal period, offering producers a new alternative for tick control—one of the biggest challenges in Brazilian livestock production.

Wellpet is a highly palatable chewable ectoparasiticide for dogs, with a 45-day antiparasitic action against fleas and ticks. Launched in September, it marks our entry into a relevant subsegment of the companion animal market, delivering value to all our stakeholders.

Safesui Glasser One is the first single-dose vaccine with broad-spectrum coverage against Glässer's disease, based on four strains prevalent in Brazil. Its innovative formulation reduces operating costs and the need for traditional antibiotic-based treatments.

Leading Brands



Business Structure



Bovine & Equine



Poultry & Swine



Companion Animals



**International
Operations**

Bovine & Equine

- Approximately 6,400 clients served by our sales representatives and commercial consultants in 2024
- Approximately 4,750 rural properties served by technical consultants in 2024
- Approximately 180 field professionals
- 64 products and 95 SKU's





Ectoparasiticides



Endoparasiticides



Reproduction line



Biologics, fortifiers and sanitizer



Therapeutics



Endectocides



Sealing films and inoculants



Moisturizers



Companion Animals (Brazil)

- 5 distributors, direct sales to the main brick-and-mortar retail players (PETZ, Cobasi, Petlove, Petcamp, and American Pet) and online (Amazon, Manada Animal, Mercado Livre)
- 40k points of sale reached
- In-house team of 60 people, plus 450 indirect
- 101 SKUs





Pet Care



Endo-/Ectoparasiticides
and Endectocides



Dermatological
Maintenance Line



Supplement Line



Antimicrobials



Dermatology Line



Anti-inflammatory
and Analgesic Line



Ear Care Line



Diagnostic Line

Poultry & Swine

- Approximately 200 clients served by our sales representatives and commercial consultants
- Approximately 15 field professionals
- 25 SKUs





Additives



Anticoccidial



Biologics



Disinfectant



Ectoparasiticide



Anti-inflammatory



Anticoccidial



Fortifier



Hormonal



Immunocastration



International Operations (Mexico)

- 6.5k clients served indirectly through distributors
- Direct Clients: 78 clients across distributors and resellers
- Demand-side clients: 700 pharmacies and agri-service providers, 1.5k farms, 200 veterinarians
- 44 SKUs





International Operations (Colombia)

- 5k clients served indirectly through distributors
- Direct Clients: 380 clientes across resellers, distributors and end customers
- Demand-side clients: 500 pharmacies and agri-service providers, 1.2k farms, and 170 veterinarians
- 38 professionals
- 84 SKUs



International Operations (Distribution Countries)

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



State-of-the-Art Plant:

- Pharmaceuticals
- Animal health products
- Reproduction products
- Vaccines



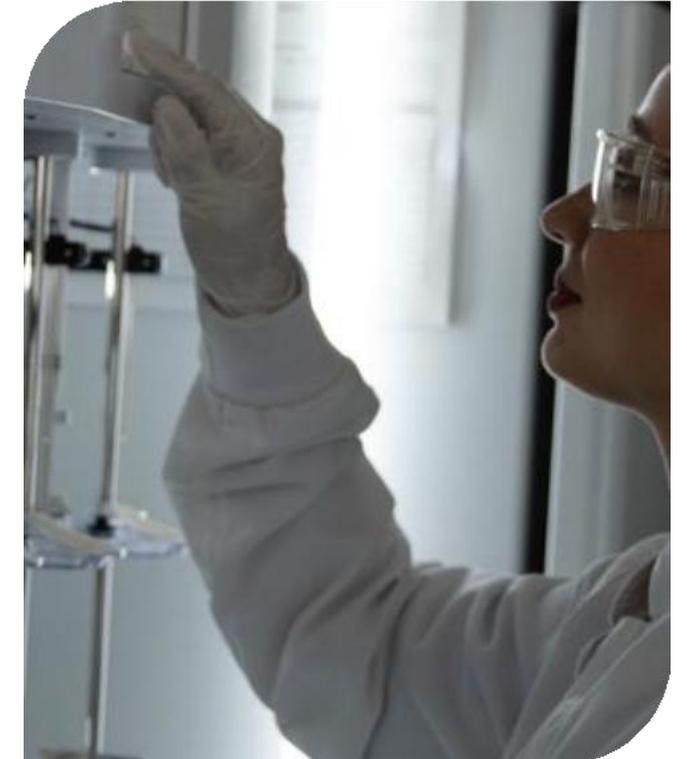
Operational Structures:

- **A** - Administrative
- **D** - Laboratories
- **F** - Pharmaceutical
- **H** - Animal Health Products
- **M** - Biologics
- **R** - Hormones
- **X** - Biotechnology
- **V** - Recombinant and Traditional Vaccines



The best in Latin America

- **Certified by MAPA**
- **State-of-the-art equipment technology**
 - Laboratories with HPLCs, UPLC/MS, and DSC
 - Protocols aligned with Good Manufacturing Practices (GMP)
- **Production monitoring through ERP/SAP**
- **24/7 automation**



Biosafety Levels in Biologics:

- Level 4 (MAPA) – The highest level for veterinary applications
- Level 2 (CTNBio) – In the recombinant plant



Our Industrial Campus



Veterinary Research Center

Guatapar (SP)



Our R&D Structure

- Investing in research and development (R&D) is one of our strategic priorities. We allocate 7.4% of our net revenue to this area, reinforcing our commitment to creating innovative and sustainable solutions that meet market demands and promote animal well-being.
- Our team is made up of 94 highly qualified professionals, with more than 40% dedicated exclusively to biotechnology projects.



Vision for the future of R&D

- Trends
- Animal well-being
- Technology platforms
- Strategic partners
- ESG



ESG

Ourofino's ESG Commitment



Governance Structure

Our governance structure reflects our commitment to transparency, efficiency, and alignment between our interests and those of our stakeholders.

It is composed of four main bodies:

General Shareholders' Meeting

Board of Directors and its advisory committees

Fiscal Council and Executive Board



Our Integrity Program, certified by external bodies such as the Ministry of Agriculture and Livestock (MAPA) and the Office of the Comptroller General (CGU), applies to all employees, officers, board members, and members of our governance bodies.

It also guides integrity practices across all of our relationship groups, including suppliers, customers, and other partners, ensuring that these values are embedded in every link of our value chain.

Risk Management and Internal Controls

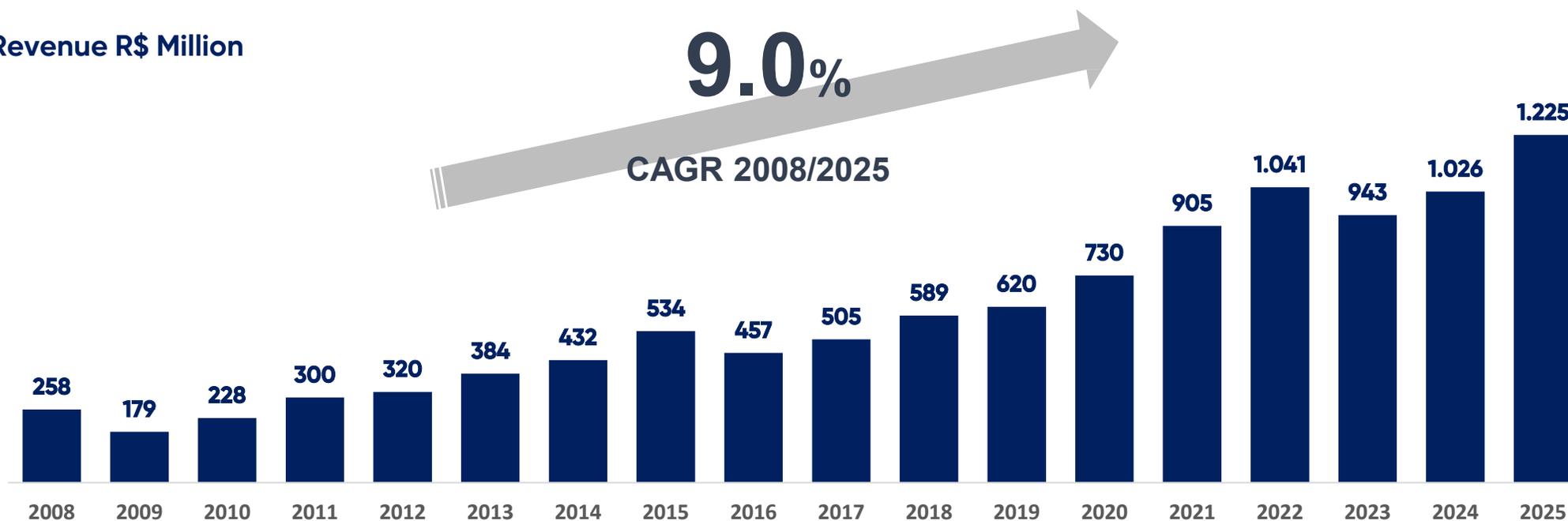


The Governance, Risk, Compliance and Internal Audit (GRC&IA) area coordinates and monitors the process of identifying and assessing the risks to which we are exposed, considering the main internal and external scenarios, the nature of our operations, and the dissemination of our risk management culture and methodology.

In addition, our risk management practices follow the guidelines of the Brazilian Institute of Corporate Governance (IBGC), the Brazilian Securities and Exchange Commission (CVM), the Institute of Internal Auditors (IIA), and B3's Novo Mercado listing segment.

Ourofino Revenue History

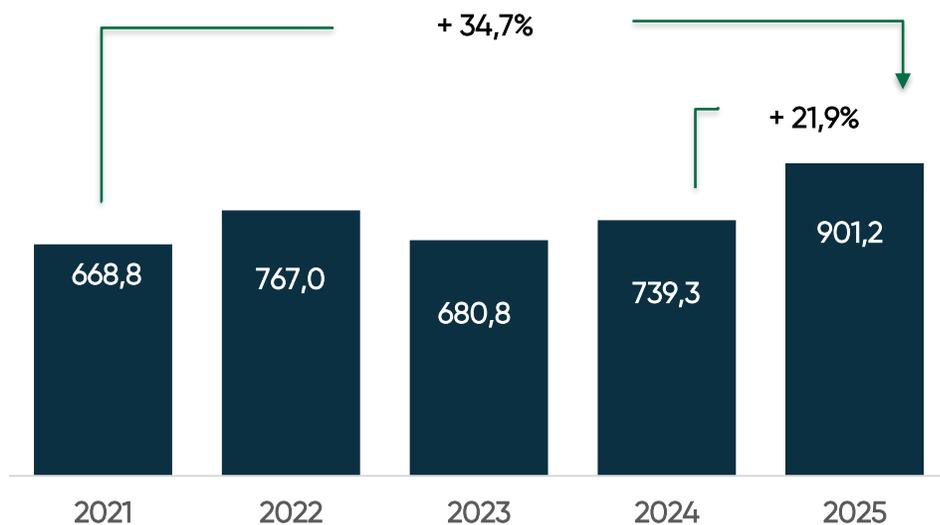
Net Revenue R\$ Million



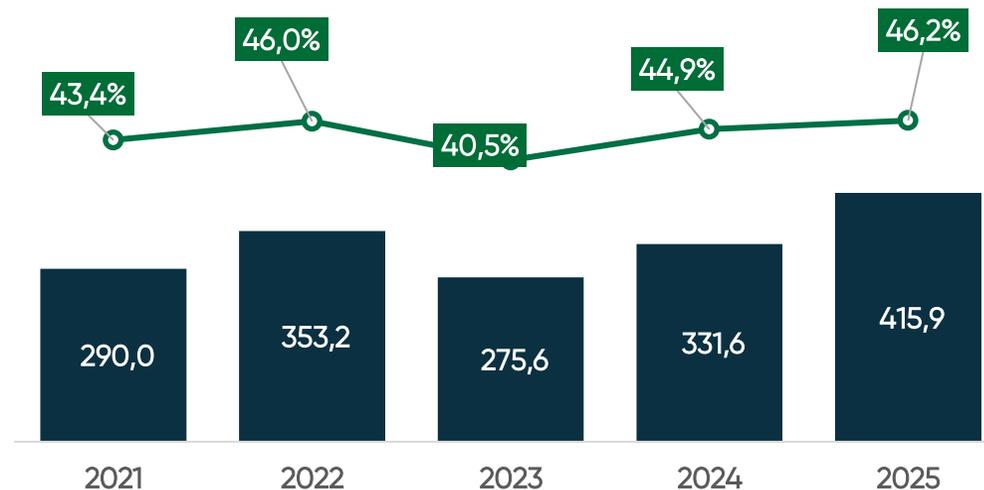


Production Animals

Net Revenue – R\$ Million



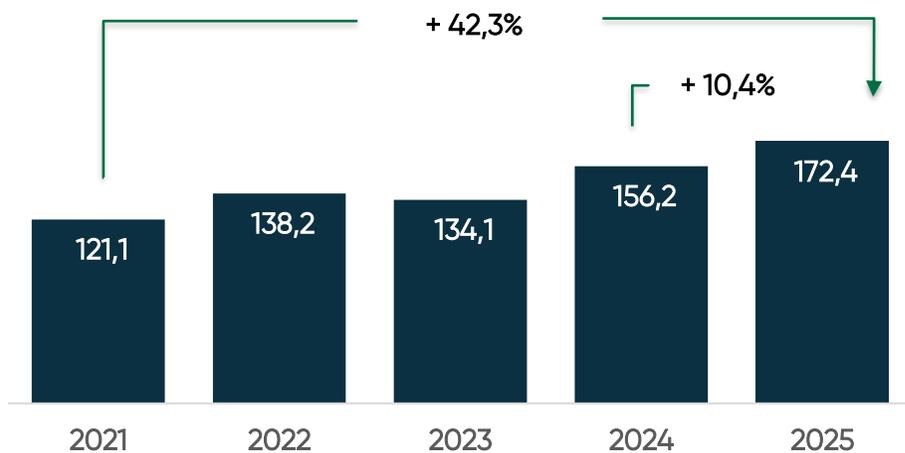
Gross Profit – R\$ Million



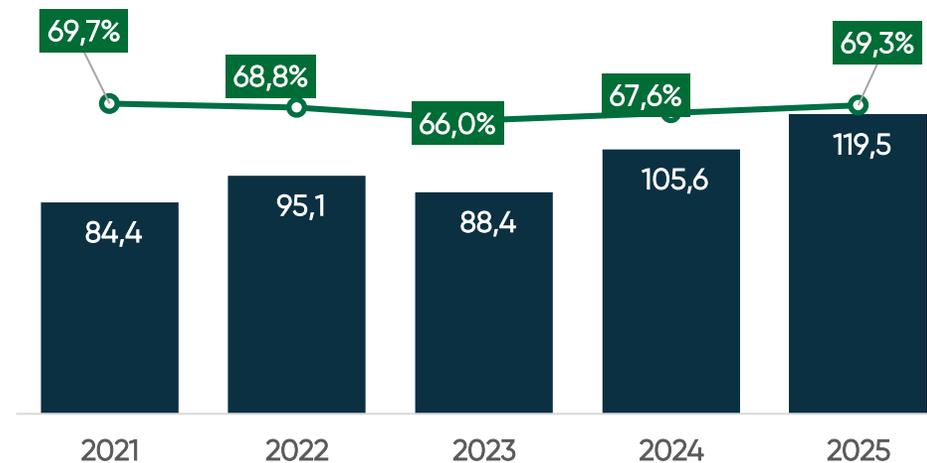


Companion Animals

Net Revenue – R\$ Million



Gross Profit – R\$ Million

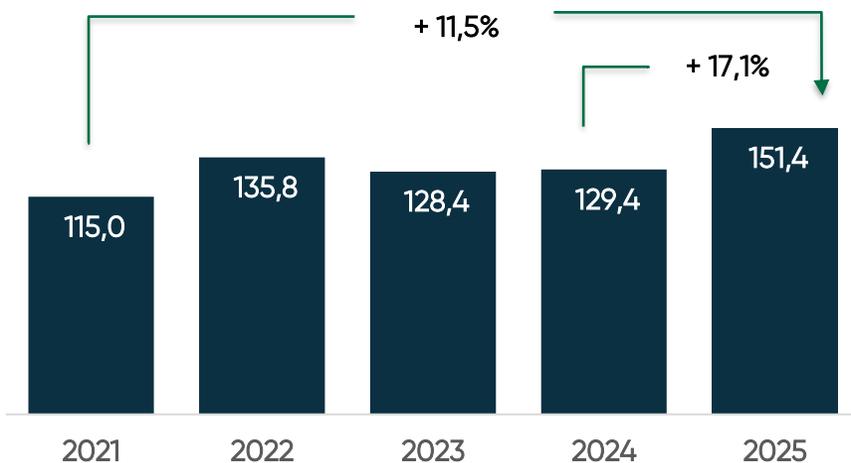


Financial Results

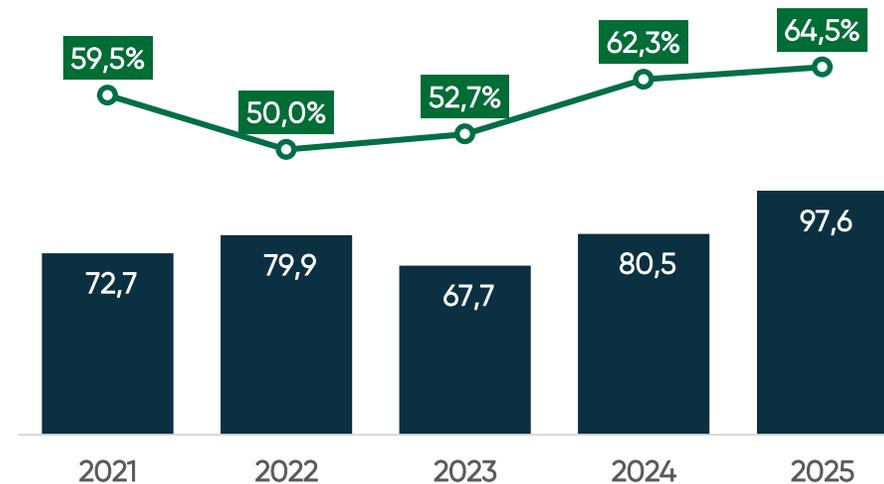
International Operations



Receita Líquida – R\$ Million

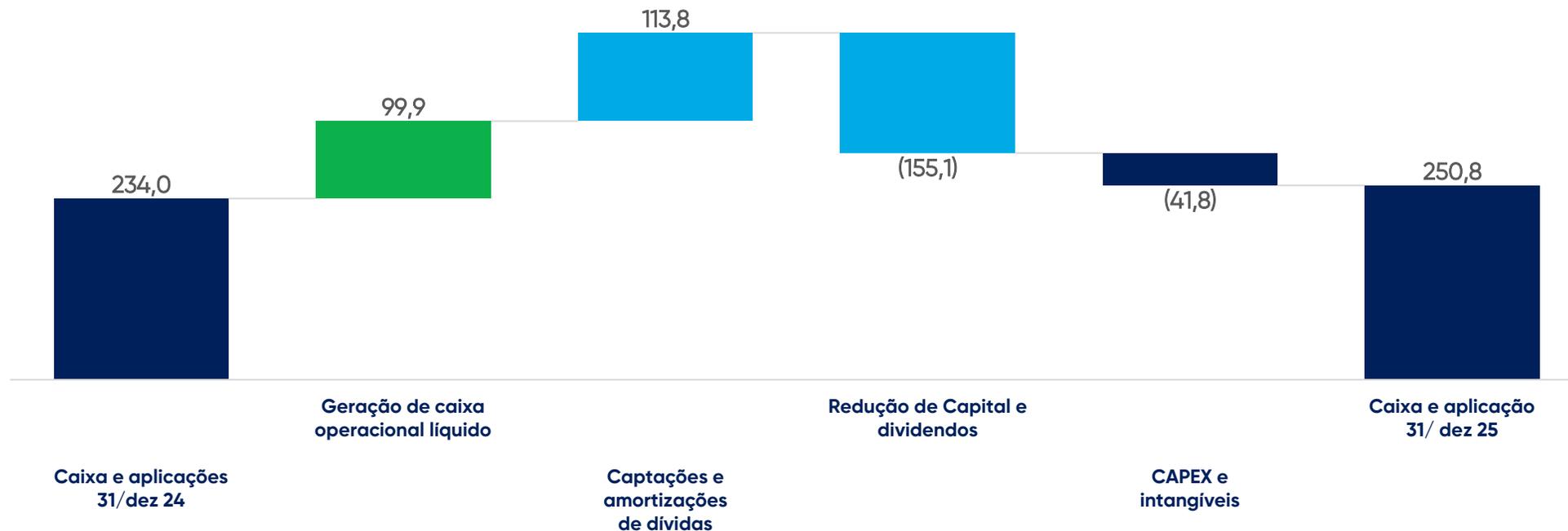


Gross Profit – R\$ Million

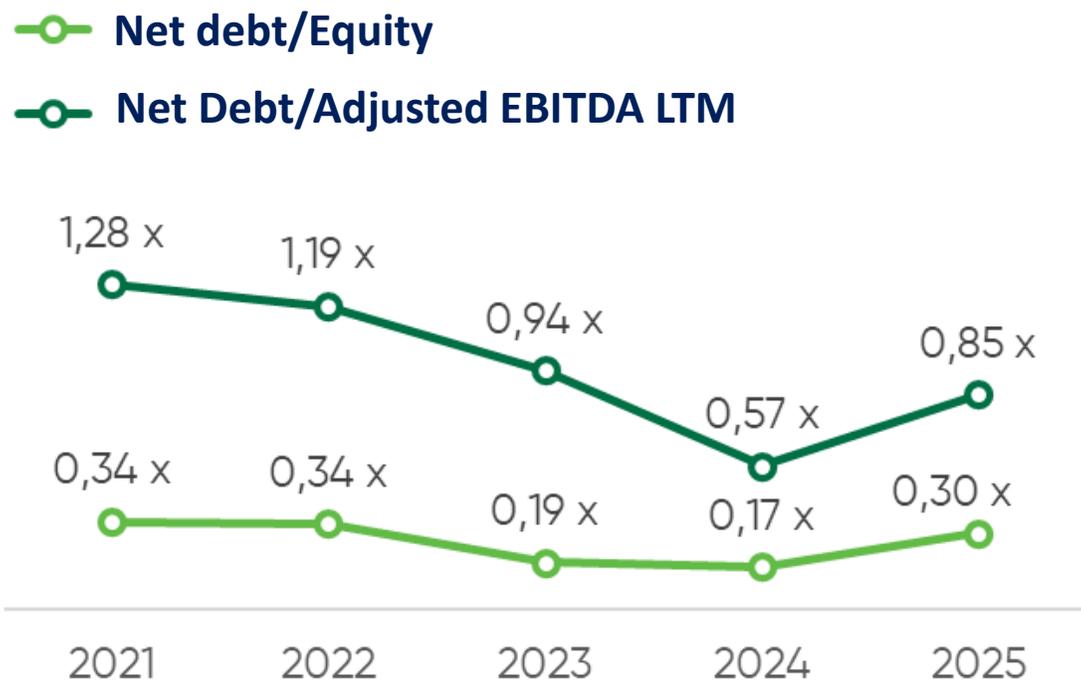


Cash Position (R\$ million)

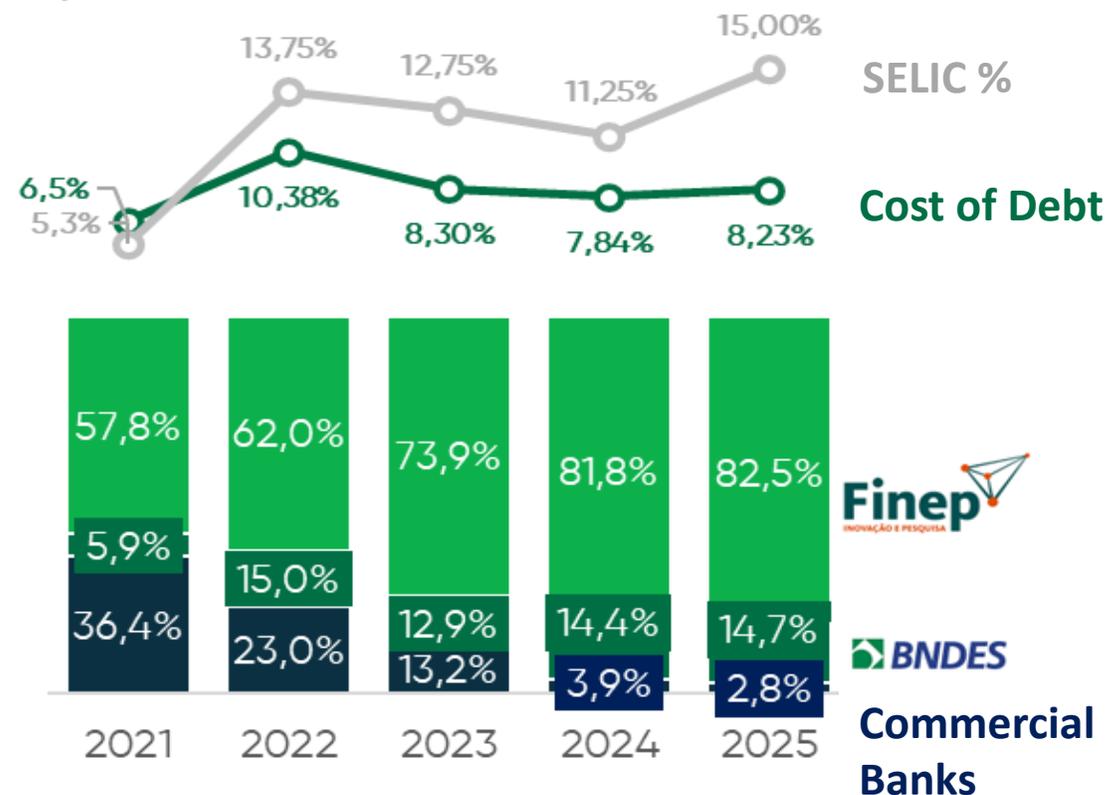
Cash Position R\$ Million



Leverage and Debt Composition



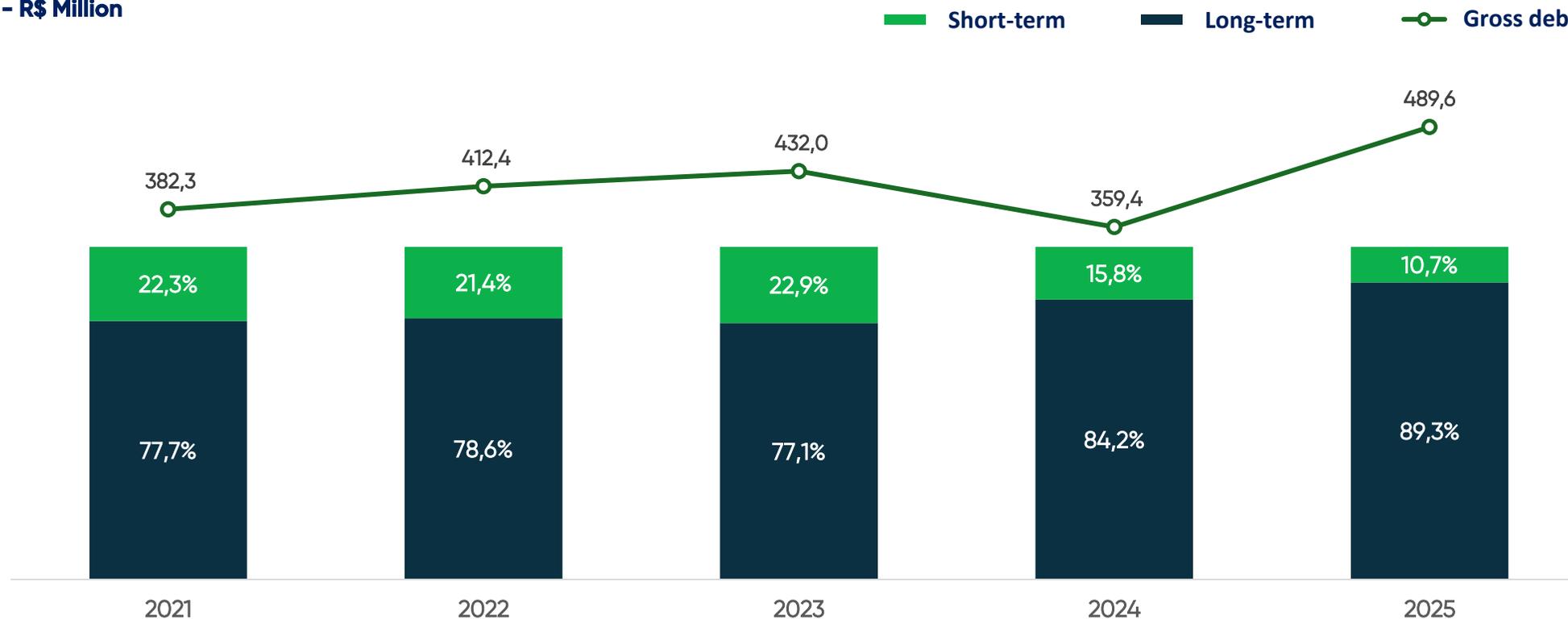
Composition



Debt Profile and Aging

(R\$ million)

Aging - R\$ Million



*We are Ourofino,
and Ourofino is
each one of us.*



*Point your phone camera at the
QR Code and watch the
Ourofino Culture Manifesto
[Nossos Valores | Ourofino Saúde
Animal \(ourofino.saudeanimal.com\)](#)*