

# 2Q15 and 1H15 Earnings Release

- Net revenue increased by 13.8% in 1H15 against 1H14 and reached R\$ 219.7 million
- Profit increased by 20.5% and totaled R\$ 26.4 million in 1H15
- Four new products were launched in 1H15

## **Conference Call**

## In Portuguese with simultaneous translation into English

August 12, 2015

3:00 P.M. (BRT) / 2:00 P.M. (US EST)

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(A free translation of the original in Portuguese)

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Cravinhos, August 11, 2015 — Ouro Fino Saúde Animal Participações S.A. ("Company" or "Ouro Fino") (BM&FBovespa: OFSA3), which is mainly engaged in the research, development, production and sale of veterinary drugs, vaccines and other products for production and companion animals, announces its financial results for the period ended June 30, 2015 (2Q15 and 1H15).

#### MESSAGE FROM MANAGEMENT

During the first half of 2015, the Company's performance was consistent with its strategy of profitable growth and value creation for its stockholders. Despite the unfavorable macroeconomic environment, in 1H15 the Company had accumulated net revenue of R\$ 219.7 million, an increase of 13.8% as compared to 1H14, and profit of R\$ 26.4 million, an increase of 20.5% as compared to 1H14.

In the first half of the year we launched four new products, showing our commitment to innovation and continued investments in research and development to expand our portfolio. In addition, we would point out the successful return to our product portfolio of Master, a product designed to kill internal and external parasites in cattle.

We also continued to implement the Company's restructuring plan in the international operations segment. We believe that better results can be achieved through this initiative.

We remain optimistic about the opportunities in the market in which we operate and are confident in the success of our planning for growth, by preparing for the new cycle based on the expansion of our product portfolio and continuity of the process for structuring our Biological Product area. We thank you for trusting our team!

Dolivar Coraucci Neto CEO Fábio Lopes Júnior CFO and Investor Relations Officer





#### Information on the financial statements

Considering that the Company was established on April 10, 2014, its parent company and consolidated financial statements ("consolidated") for the quarter ended June 30, 2015 do not include information on results for comparison purposes. In this context, management decided to disclose in this Earnings Release, where applicable, information derived from the pro forma combined consolidated financial statements ("pro forma combined") of the Company's subsidiaries for the mentioned quarter.

The financial information for 2Q14 and 1H14 presented in this Earnings Release was adjusted to better reflect profit and EBITDA from continuing operations in the mentioned periods.

#### **HIGHLIGHTS**

- Net sales revenue increased by 13.8% in 1H15 to R\$ 219.7 million against R\$ 193.1 million in 1H14;
- Profit increased by 20.5% in 1H15 to R\$ 26.4 million against R\$ 22.0 million in 1H14;
- Four new products were launched in 1H15.

#### **FINANCIAL PERFORMANCE**

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Net revenue	118.1	132.7	12.4%	193.1	219.7	13.8%
Cost of sales	(48.8)	(59.9)	22.7%	(77.0)	(95.6)	24.2%
Gross profit	69.3	72.8	5.1%	116.1	124.1	6.9%
(gross margin)	58.7%	54.9%	-3.8 p.p.	60.1%	56.5%	-3.6 p.p.
Selling, general and administrative expenses	(45.6)	(49.7)	9.0%	(83.8)	(91.4)	9.1%
Operating profit	23.7	23.1	-2.5%	32.3	32.7	1.2%
(operating margin)	20.1%	17.4%	-2.7 p.p.	16.7%	14.9%	-1.8 p.p.
Finance result	(2.3)	(1.8)	-21.7%	(5.1)	(2.5)	-51.0%
Income tax and social contribution	(5.1)	(2.4)	-52.9%	(5.3)	(3.8)	-28.3%
Profit from continuing operations (2Q14 – pro forma)	16.3	18.9	16.0%	21.9	26.4	20.5%
profit margin from continuing operations (2Q14 –pro forma)	13.8%	14.2%	0.4 p.p.	11.3%	12.0%	0.7 p.p.
EBITDA (2Q14 and 1H14 - adjusted)	28.9	28.0	-3.1%	41.2	42.0	1.9%
EBITDA margin (2Q14 and 1H14 - adjusted)	24.5%	21.1%	-3.4 p.p.	21.3%	19.1%	-2.2 p.p.

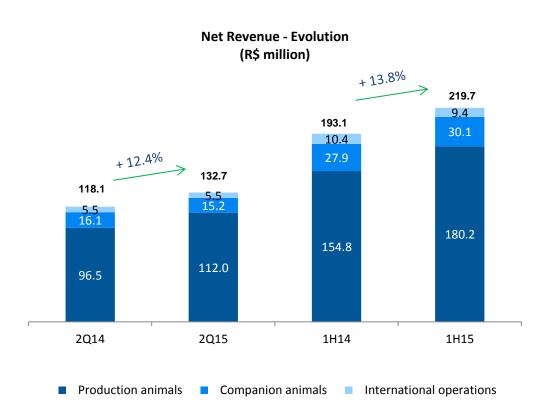




## **Net revenue**

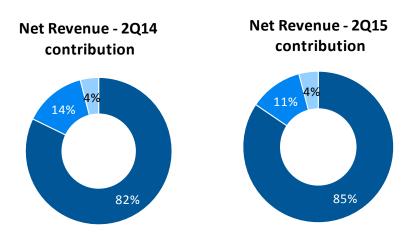
R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Net sales revenue	118.1	132.7	12.4%	193.1	219.7	13.8%
Production animals	96.5	112.0	16.1%	154.8	180.2	16.4%
Companion animals	16.1	15.2	-5.6%	27.9	30.1	7.9%
International operations	5.5	5.5	0.0%	10.4	9.4	-9.6%

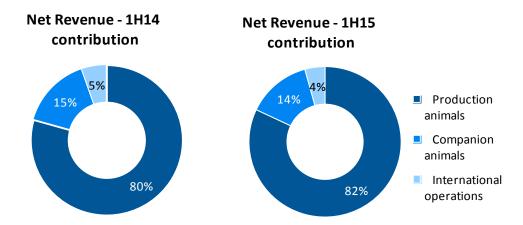
The Company presented net revenue of R\$ 219.7 million in 1H15, which represented an increase of 13.8% as compared to 1H14. In 2Q15, net revenue increased by 12.4% and reached R\$ 132.7 million.











- The **Production Animals** segment had net revenue of R\$ 180.2 million in 1H15, an increase of 16.4% as compared to 1H14. In 2Q15, revenues reached R\$ 112.0 million, an increase of 16.1% as compared to 2Q14.
  - A highlight in 1H15 as compared to 1H14 was the increase in the sales of products designed to control internal and external parasites in cattle, the growth of sales in poultry and swine lines and the additional revenue from the sale of new products.
- The **Companion Animals** segment had net revenue of R\$ 30.1 million in 1H15, an increase of 7.9% as compared to 1H14. In 2Q15, net revenue totaled R\$ 15.2 million, a decrease of 5.6% as compared to 2Q14, which recorded an unusually higher volume of sales.
- The **International Operations** segment had net revenue of R\$ 9.4 million in 1H15, a decrease of 9.6% as compared to 1H14, mainly as a result of the limitation on sales to Venezuela. In 2Q15, revenues totaled R\$ 5.5 million, remaining flat as compared to 2Q14.





#### **Cost of sales**

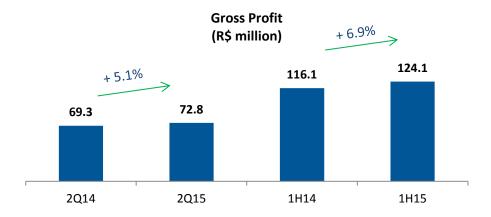
R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Cost of sales	(48.8)	(59.9)	22.7%	(77.0)	(95.6)	24.2%

The increase of 3.6 p.p. in net sales revenue in 1H15 and 3.8 p.p. in 2Q15, as compared to the same periods in 2014, reflect a mix of less favorable products with lower percentage in the international operations and the companion animals segments, a higher increase in the poultry and swine lines and lower prices of vaccines against foot-and-mouth disease.

## **Gross profit and gross margin**

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Gross profit	69.3	72.8	5.1%	116.1	124.1	6.9%
(gross margin)	58.7%	54.9%	-3.8 p.p.	60.1%	56.5%	-3.6 p.p.

Gross profit reached R\$ 124.1 million in 1H15, with a gross margin of 56.5% and a decrease of 3.6 p.p. as compared to the margin presented in 1H14. In 2Q15, it reached R\$ 72.8 million, with a gross margin of 54.9% and a decrease of 3.8 p.p. as compared to 2Q14. This reduction in margin reflects the mix of less favorable products, as explained above.







## Selling, general and administrative expenses

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Selling, general and administrative expenses	(45.6)	(49.7)	9.0%	(83.8)	(91.4)	9.1%
Percentage on net revenue	38.6%	37.5%	-1.1 p.p.	43.4%	41.6%	-1.8 p.p.

In 1H15, selling, general and administrative expenses totaled R\$ 91.4 million, representing a dilution of 1.8 p.p. on net revenue. In 2Q15, these expenses totaled R\$ 49.7 million, a dilution of 1.1 p.p.

## **EBITDA and EBITDA Margin**

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Profit from continuing operations (2Q14 – pro forma)	16.3	18.9	16.0%	21.9	26.4	20.5%
(-) Discontinued operations				(0.5)		-100.0%
(-) Pro forma adjustments (apportionment of corporate services)	1.4		-100.0%			
Combined profit	17.7	18.9	6.8%	21.4	26.4	23.4%
(+) Finance result, net	2.3	1.8	-21.7%	5.1	2.5	-51.0%
(+) Income tax and social contribution	5.8	2.4	-58.6%	5.3	3.8	-28.3%
(+) Depreciation and amortization	4.4	4.9	11.4%	8.1	9.3	14.8%
EBITDA	30.2	28.0	-7.3%	39.9	42.0	5.3%
(+) Discontinued operations				0.5		-100.0%
(+) Pro forma adjustments (apportionment of corporate services) before income tax and social contribution	(2.1)		-100.0%			
(+) Other	0.8		-100.0%	0.8		-100.0%
EBITDA (2Q14 and 1H14 - adjusted)	28.9	28.0	-3.1%	41.2	42.0	1.9%
Net sales revenue	118.1	132.7	12.4%	193.1	219.7	13.8%
EBITDA margin	25.6%	21.1%	-4.5 p.p.	20.7%	19.1%	-1.6 p.p.
EBITDA margin (2Q14 and 1H14 - adjusted)	24.5%	21.1%	-3.4 p.p.	21.3%	19.1%	-2.2 p.p.

In 1H15, EBITDA was R\$ 42.0 million, with an increase of 1.9% as compared to the adjusted EBITDA for 1H14. The EBITDA margin on net revenue decreased by 2.2 p.p. as compared to the same period in 2014, and was affected by the reduction in the gross margin for the period, but partially offset against the dilution of selling, general and administrative expenses. The same happened to EBITDA in 2Q15, which totaled R\$ 28.0 million, a reduction of 3.1% as compared to 2Q14, and an EBITDA margin lower by 3.4 p.p. as compared to 2Q14. In 2Q15, the same effect of the reduction in the gross margin with partial offset against the dilution of selling, general and administrative expenses is noted.





## EBITDA (2Q14 and 1H14 - adjusted)



## **Finance result**

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Finance result	(2.3)	(1.8)	-21.7%	(5.1)	(2.5)	-51.0%

Finance result increased by 51.0% in 1H15 and decreased by 21.7% in 2Q15, substantially by the decrease in the net bank debt, due to the capitalization resulting from the IPO.

#### Income tax and social contribution

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Income tax and social contribution	5.1	2.4	-52.9%	5.3	3.8	-28.3%
Percentage on profit before income tax and social contribution	23.8%	11.3%	-12.5 p.p.	19.5%	12.6%	-6.9 p.p.

The reduction in income tax and social contribution in 2Q15 and 1H15 substantially reflects the use of more tax legislation (*Lei do Bem*) benefits (Investments in R&D).

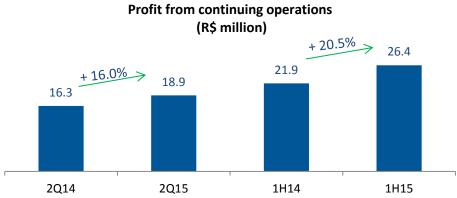
#### **Profit**

R\$ million	2Q14	2Q15	Variation %	1H14	1H15	Variation %
Profit from continuing operations (2Q14 and 1H14 - adjusted)	16.3	18.9	16.0%	21.9	26.4	20.5%
profit margin (2Q14 and 1H14 - adjusted)	13.8%	14.2%	0.4 p.p.	11.3%	12.0%	0.7 p.p.

In 1H15, profit from continuing operations reached R\$ 26.4 million, an increase of 20.5% as compared to 1H14. In 2Q15, it totaled R\$ 18.9 million, an increase of 16% as compared to 2Q14. The growth observed resulted from the dilution of SG&A expenses, improvement in finance result, and the lower income tax and social contribution rates applied.



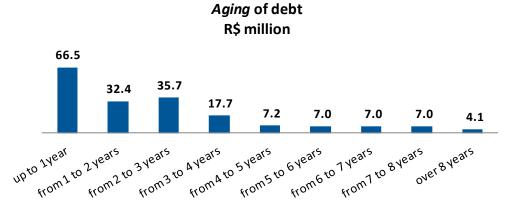




**Indebtedness** 

In R\$ million	June 30, 2015	June 30, 2014
Current	64.2	66.5
Non-current	118.3	150.2
Gross debt	182.5	216.7
(-) Derivative financial instruments, net	1.5	2.6
Derivatives net debt	181.0	214.1
(-) Cash and cash equivalents	19.5	10.0
Net debt	161.5	204.1
Average cost of debt (year) <sup>1</sup>	5.75%	6.27%
Net debt/Adjusted annual EBITDA	1.63	2.20

Note<sup>1</sup>: Average cost calculated on the net debt considering corresponding derivatives.



Debt aging considers the full year between 1<sup>st</sup> of July and 30<sup>th</sup> of June the following year.





## **Launch of Products**

Of the 121 veterinary products Ourofino owns, four were launched in 1H15. For the next years, 38 products, which are already in our pipeline, are expected to be launched.

Launches in the 1st quarter								
	NAME	Indication	Category	Line				
Garcian Latter	Lactofur	For the treatment of severe infections in dairy and beef cattle and swine.	Antimicrobial	Production Animals				
Corputar Land	<b>Ciprolac</b> <i>Dry Cow</i>	For the prevention and healing of mastitis (mammary gland infection) in the dry period, for the cows to produce more milk of a better quality.	Antimicrobial	Production Animals				

Launches in the 2nd quarter				
	NAME	Indication	Category	Line
Goodroo I	Isocox	For treatment of a disease called black diarrhea, the symptoms of which include blood in the feces of the cattle.	Other	Production Animals
Trissulfo SID 600 mg  Warning SID 600 mg  Committee SID 600 mg  Co	Trissulfin SID	For the treatment of infections in intestinal, urinary and respiratory tracts, skin and ear infections and also for the treatment of isospora canis, caused by agents that are sensitive to its spectrum of action.	Antibiotic & Therapeutic	Companion Animals

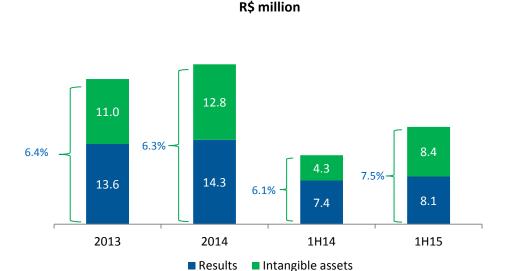




## **Investments in Research and Development**

In 1H15, approximately 7.5% of net revenue was invested in R&D, totaling about R\$16.5 million. The chart below shows the Company's investments in R&D in the period from January 1, 2013 to June 30, 2015.

Investments in R&D



## Seasonality

An important factor for the seasonality of sales are the foot-and-mouth disease vaccination campaigns. To increase control by the government in this regard, the Ministry of Agriculture, Cattle Breeding and Supply (MAPA) establishes specific dates during the year for vaccination. With respect to foot-and-mouth disease, vaccination is scheduled mostly in two periods: the first half of the year (April and May) and the second half of the year (October and November). This fact has a direct effect on the sales of vaccines, considering that vaccination programs are mandatory for producers, under penalty of having the sales of their production interrupted in the event of non-compliance.

Together with the campaigns, management of cattle for vaccination significantly influences the use of veterinary products. We live in a large country where the extensive production system prevails. As a result, producers, in general, choose specific periods of the year, such as those on which the vaccination campaigns against foot-and-mouth disease are conducted to also make use of other products that are normally used in animals (non-mandatory vaccines, internal and external parasiticides, vermifuge, etc.). Therefore, higher sales of these other products also take place during these periods.

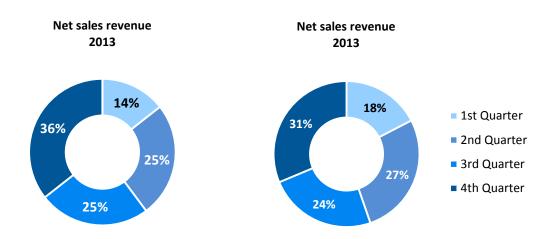




We also have in our portfolio some products that are not subject to the impact of the factors mentioned above, but have their seasonality related to other health programs adopted by producers in some areas, and this is more common in animals subject to more intensive systems, such as poultry, swine and dairy cattle.

For illustrative purposes only, in the fiscal years ended December 31, 2013 and 2014 the Company's revenue was distributed as follows among the quarters:

Net revenue - Fiscal Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
Ended December 31, 2013	14.4%	25.4%	24.6%	35.6%
Ended December 31, <b>2014</b>	17.4%	27.3%	24.0%	31.3%



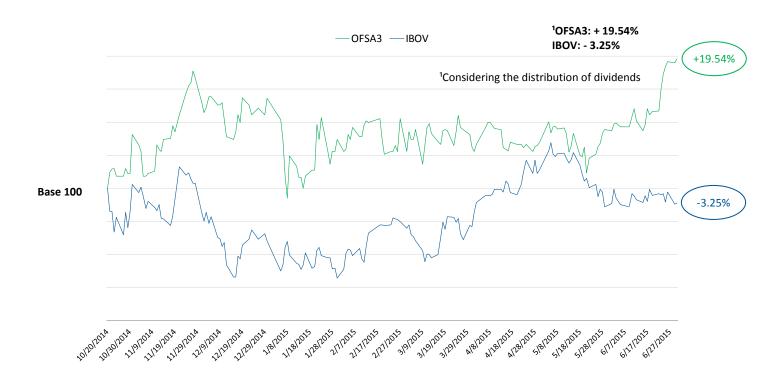




#### **PERFORMANCE OF THE SHARES**

Ourofino shares started to be traded on the São Paulo Stock Exchange (BM&F Bovespa) on October 21, 2014 under the ticker OFSA3, with an initial quotation of R\$27.00. The chart below presents the behavior of the share price between the first trading day (10/21/2014) and the last day of 2Q15 (6/30/2015).

OFSA3 closed the day on 6/30/2015 quoted at R\$32.00¹, with a variation of 19.54% since the start of the trading. In the same period, Ibovespa presented a depreciation of 3.25%. The average daily trading volume since the IPO date was R\$ 1.4 million.







Statement of income (R\$ thousands)	2Q15 <sup>1</sup>	2Q14²	1H15 <sup>1</sup>	1H14 <sup>2</sup>
Discontinued operations				
Revenue	132,696	118,128	219,740	193,088
Cost of sales	(59,840)	(48,795)	(95,556)	(76,977)
Gross profit	72,856	69,333	124,184	116,111
Selling expenses	(41,115)	(37,746)	(74,232)	(67,562)
General and administrative expenses	(9,424)	(7,705)	(18,106)	(15,976)
Other income, net	824	(151)	869	(250)
Operating profit	23,141	23,731	32,715	32,323
Finance income	722	4,140	17,042	9,072
Finance costs	(2,485)	(6,394)	(19,536)	(14,133)
Finance result	(1,763)	(2,254)	(2,494)	(5,061)
Profit before income tax and social contribution	21,378	21,477	30,221	27,262
Income tax and social contribution - Current	(9,256)	(2,676)	(10,604)	(3,853)
Income tax and social contribution - Deferred	6,760	(2,451)	6,770	(1,458)
Earnings for the period from continuing operations	18,882	16,350	26,387	21,951
Discontinued operations				
Loss for the year from discontinued operations	-	(105)		(580)
Profit for the period	18,882	16,245	26,387	21,371
<sup>1</sup> Consolidated statement of income				
<sup>2</sup> Combined consolidated statement of income				





Statement of cash flows (R\$ thousands)	1H15 <sup>1</sup>	1H14 <sup>2</sup>
Cash flows from operating activities		
Profit before income tax and social contribution, including		
discontinued operations	30,221	26,682
Adjustments for:		
Provision for impairment of trade receivables	(394)	170
Provision for inventory losses and write-offs	138	(750)
Provision for losses on advances		242
Depreciation and amortization	9,342	8,154
Provision for impairment of intangible assets		766
Gains on disposal of property, plant and equipment	(127)	(425)
Interest and monetary and exchange variations, net	14,000	5,684
Unrealized derivative financial instruments	(8,741)	951
Provision for (reversal of) contingencies	163	(128)
Share options granted	746	
Other losses		
Changes in working capital		
Trade receivables	2,777	7,053
Inventories	(32,097)	(32,070)
Taxes recoverable	(3,295)	(1,201)
Other assets	(1,342)	5,418
Trade payables	10,466	(5,414)
Taxes and charges payable	(1,176)	(3,600)
Other liabilities	(1,709)	2,526
Cash from operations	18,972	14,058
Interest paid	(4,294)	(4,513)
Income tax and social contribution paid	(7,050)	(1,001)
Net cash provided by operating activities	7,628	8,544
Cash flows from investing activities		•
Borrowings received - related parties		
Investments in intangible assets	(9,729)	(8,155)
Purchase of property, plant and equipment	(11,544)	(11,423)
Proceeds from sale of property, plant and equipment	606	1,136
Net cash used in investing activities	(20,667)	(18,442)
Cash flows from financing activities	( 2,22 ,	, -, ,
Proceeds from borrowings	43,500	17,620
Repayment of borrowings	(86,769)	(26,519)
Realized derivative financial instruments	16,463	, , ,
Borrowings received - related parties		13,600
Borrowings repaid - related parties		(13,780)
Advances for future capital increase		, ,
Dividends and interest on capital paid	(12,889)	(9,107)
Net cash provided by financing activities	(39,695)	(18,186)
Increase in cash and cash equivalents, net	(52,734)	(28,084)
Cash and cash equivalents at the beginning of the year	72,453	38,423
Foreign exchange gains (losses) on cash and cash equivalents	(211)	(310)
Cash and cash equivalents at the end of the year	19,508	10,029
¹ Consolidated statement of cash flows		
<sup>2</sup> Combined consolidated statement of cash flows		





333,101	
333 101	
333,101	365,616
19,508	72,453
175,354	178,111
2,785	10,376
119,369	86,848
6,107	6,905
1,297	2,486
1,403	998
7,278	7,439
281,691	261,645
33,318	24,710
26,989	22,529
4,878	1,920
1,451	261
248,373	236,935
71,831	66,300
176,542	170,635
614,792	627,261
140,207	176,904
33,918	22,390
1,307	12
64,167	103,093
22,772	24,912
4,022	5,638
3,363	763
	8,959
284	
5,533	5,669
4,841	5,468
121,089	120,200
	1,164
118,262	112,560
2,827	2,664
	3,812
261,296	297,104
353,385	330,069
111	88
614,792	627,261
	175,354 2,785 119,369 6,107 1,297 1,403 7,278 281,691 33,318 26,989 4,878 1,451 248,373 71,831 176,542 614,792 140,207 33,918 1,307 64,167 22,772 4,022 3,363 284 5,533 4,841 121,089 118,262 2,827 261,296 353,385 111