

# *Earnings Release*

# *2Q22 - 6M22*



Animal Health Award Winner 2021



# 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**  
*CEO*



**Marcelo Silva**  
*Chief financial and  
investor relations officer*



**Angelo Melo**  
*Strategy development and  
new business director*

# Highlights



**35 years**

Reimagining  
animal health



**Care for people**

GPTW Brazil agro  
Champion

Employee  
experience  
certified FEExFIA



**iUse Saber**

launch of the  
digital platform  
with learning  
paths



**Launches** of  
Tulaxx and Pet  
supplements  
line





**iUse.**  
• *saber*

Abusar da sabedoria é iluminar  
sua trilha de conhecimento.

Clique aqui e **saiba mais**

EU USO, VOCÊ USA,  
TODO MUNDO **iUse.**





# Financial Highlights



## Net Revenue

grew 9.5% in 6M22 to R\$ 437.6 million



## Gross profit

reaches R\$ 216.4 million with 49.5% gross margin in 6M22



## Operating cash

**Generation** in 6 months reaches R\$ 67 million, 53% higher than the same period in 2021



## Leverage

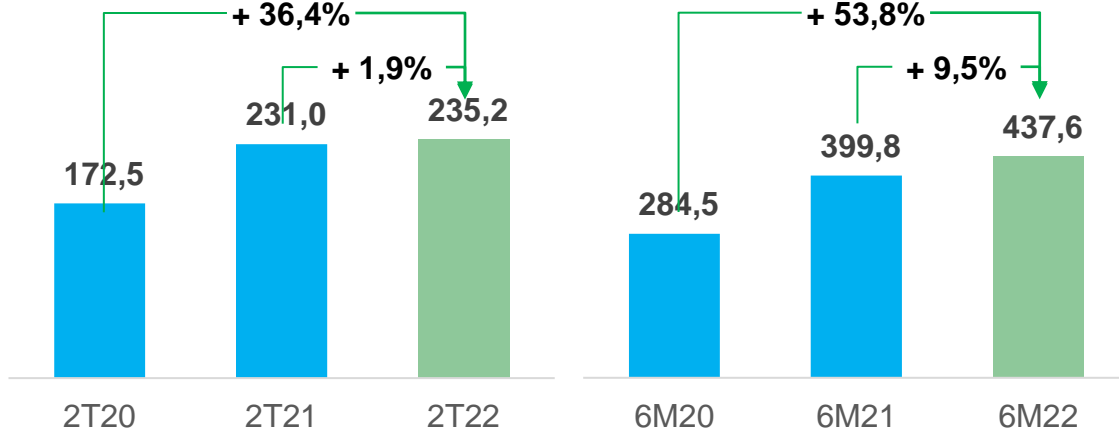
At 1.37x EBITDA, cost of debt at 9.9% p.a and 80% long-term debt



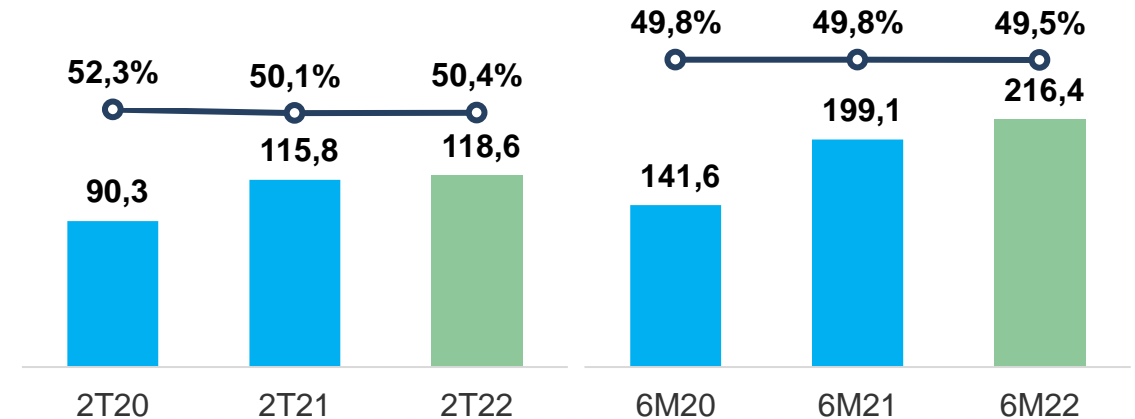


# Consolidated Results

## Net Revenue R\$ Million



## Gross Profit and Margin R\$ Million

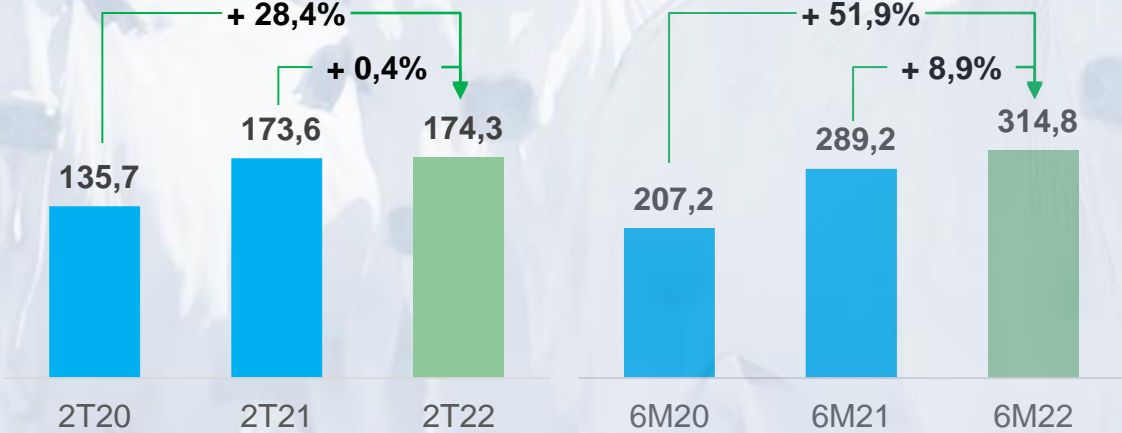


### Growth of 9.5% in the semester

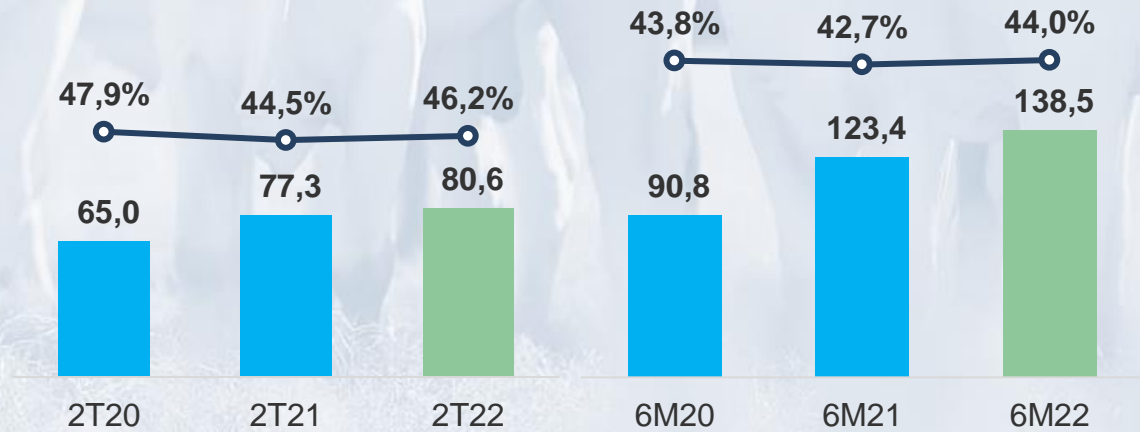
and 53.8% in 2 Years. Maintenance of the level of profitability despite the scenario of inflationary pressure and High interest rates

# Production Animals

**Net Revenue**  
R\$ Million



**Gross Profit and Margin**  
R\$ Million



**Net revenue growth**

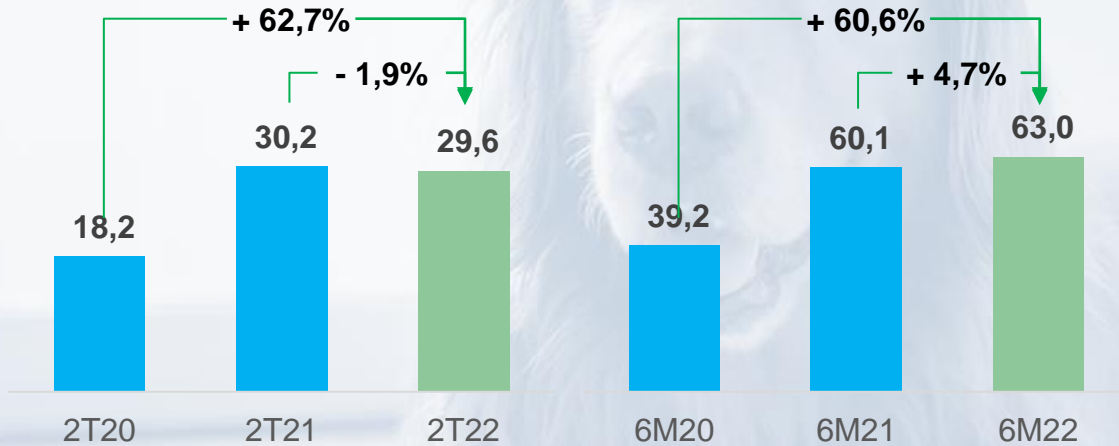
with gross margin gain, due to the pass-through of prices from the beginning of the year and a more favorable sales mix



# Companion Animals

## Net Revenue

R\$ Million

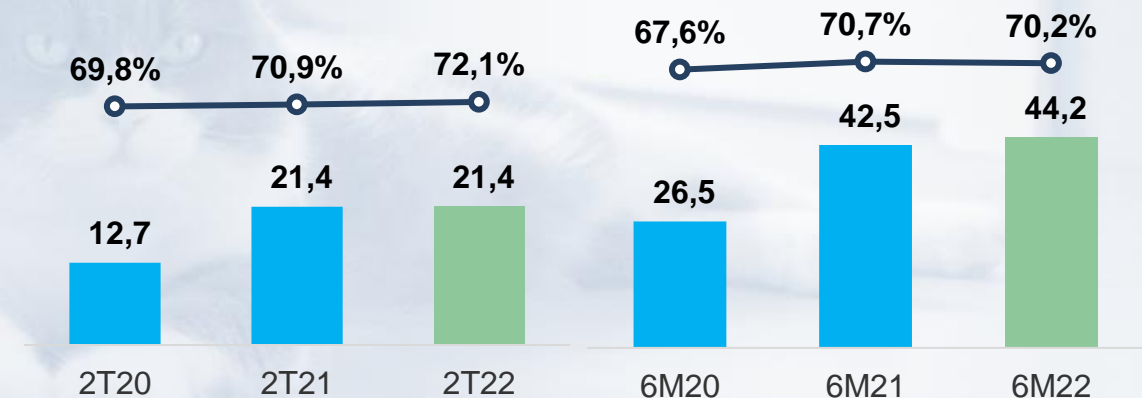


## Net Revenue

grows 4.7% in 6M22 with gross margin recovery in 2Q22, maintaining the level above 70% in the semester

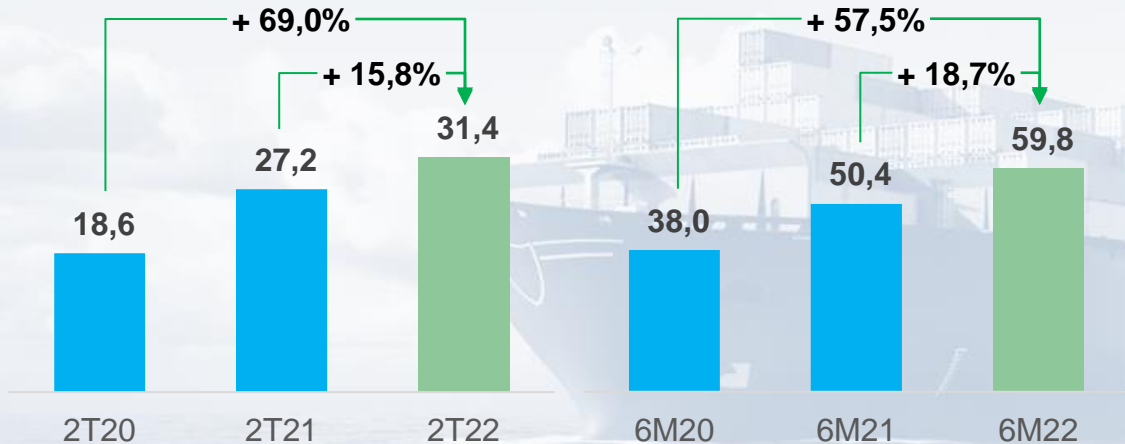
## Gross Profit and Margin

R\$ Million

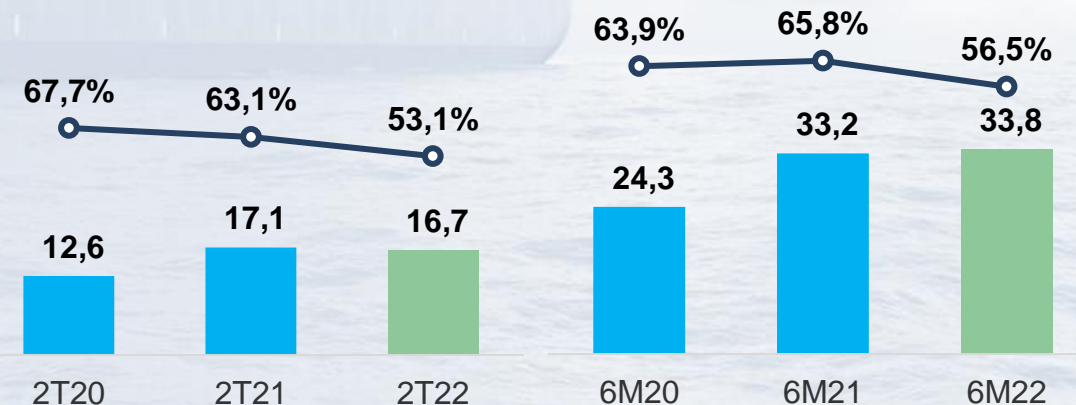


# International Operations

**Net Revenue**  
R\$ Million



**Gross Profit and Margin**  
R\$ Million

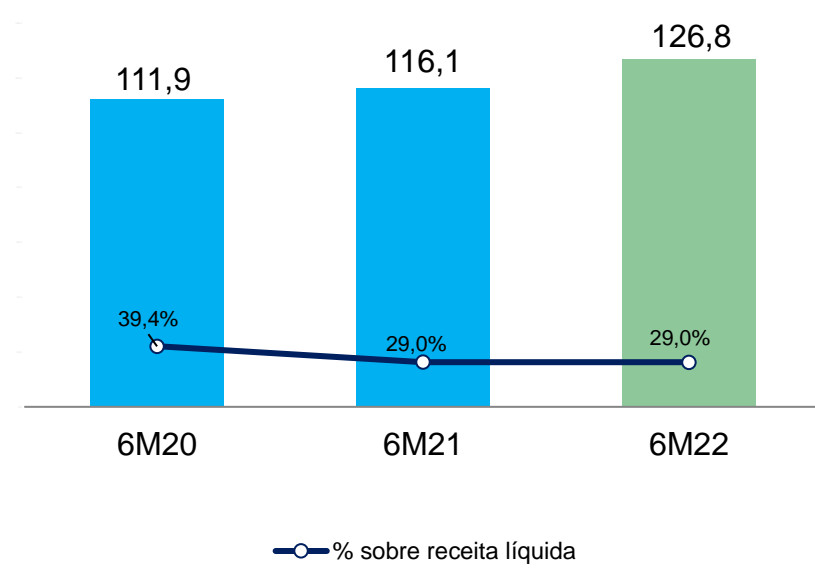
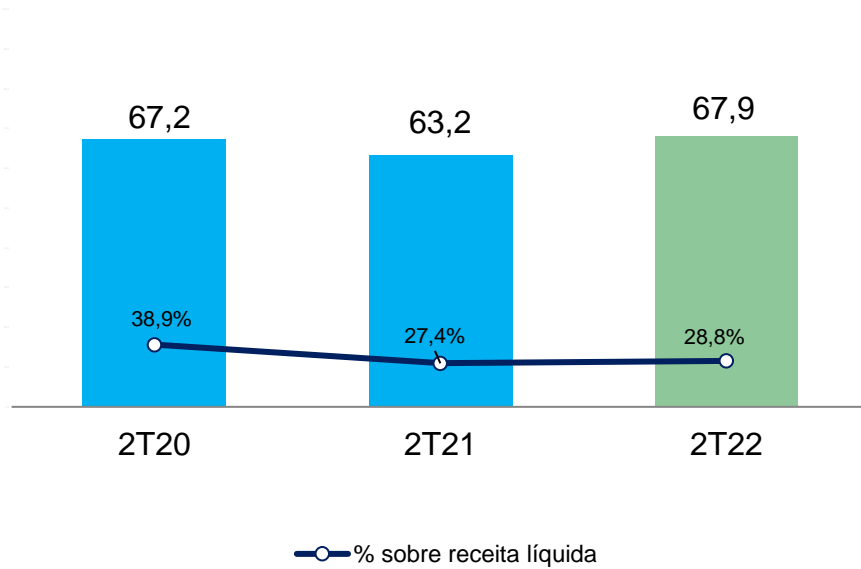


## Strong growth

In local currency with increased volume sold both in subsidiaries and to Other countries. Gross margin negatively impacted due to Exchange rate variation (average from 5.40 to 5.08)

# SG&A

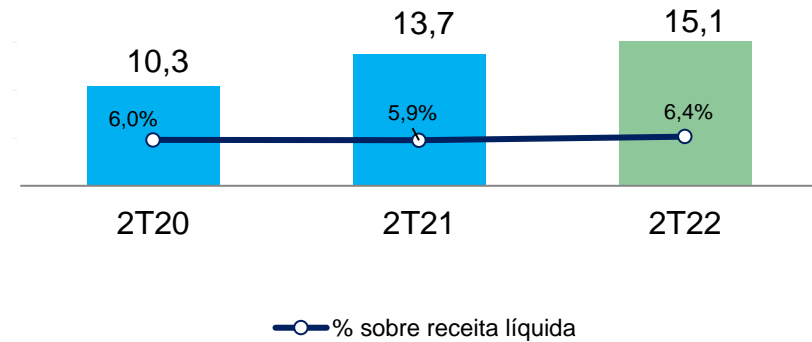
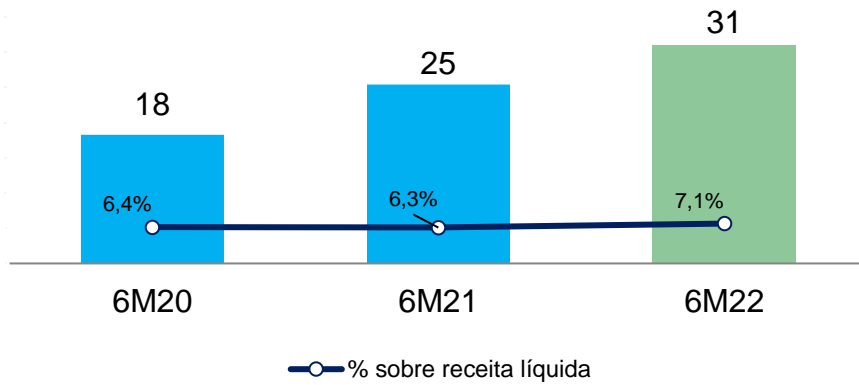
R\$ Million



Maintenance of the previous year's spending levels, growing below the accumulated inflation between the periods

# R&D

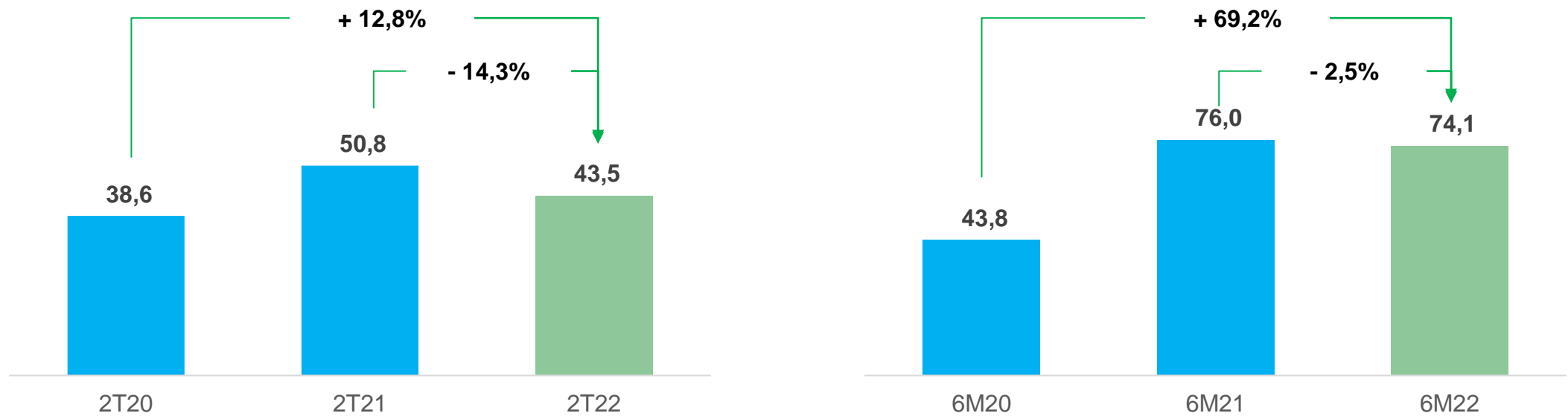
R\$ Millions



Higher investments reflect of development stage and level of innovation of the projects

# Adjusted Ebitda

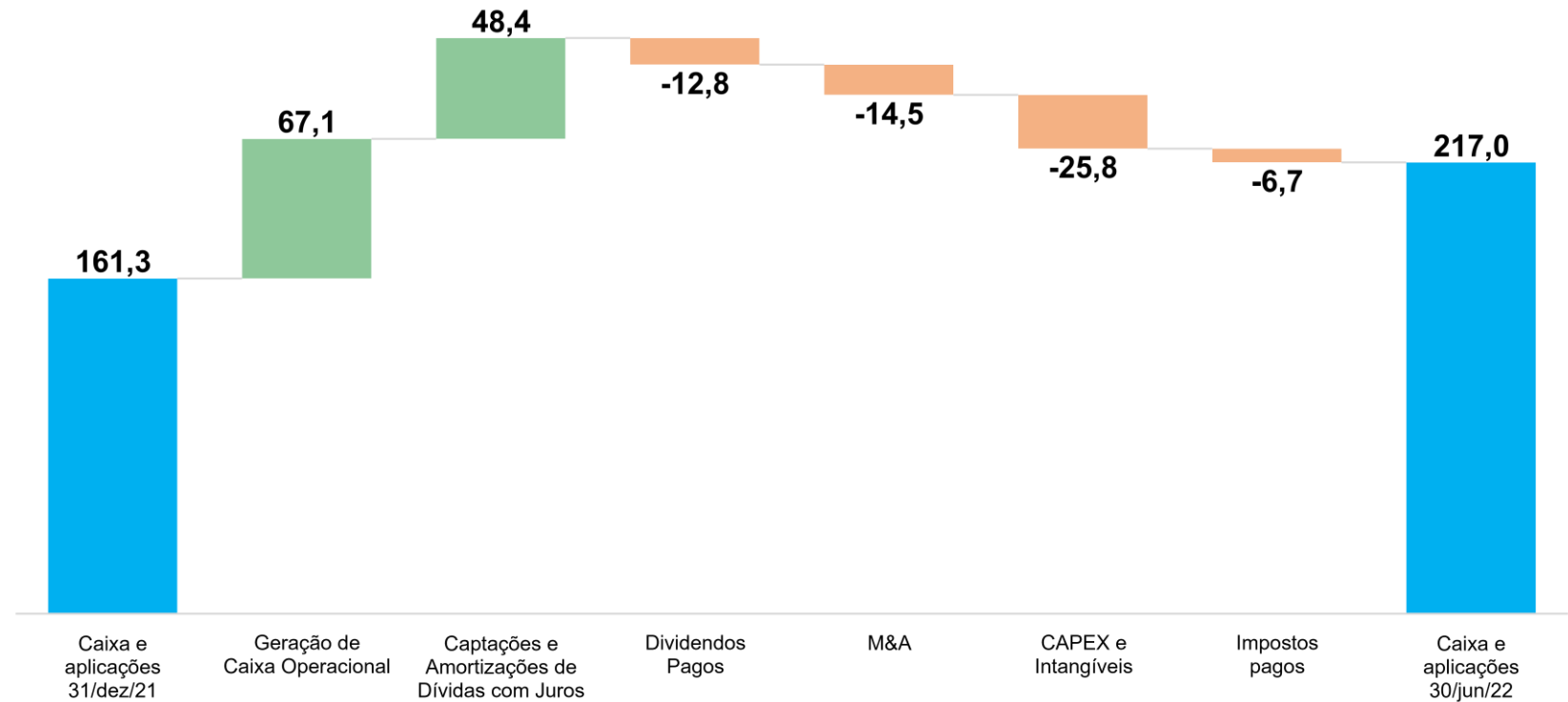
R\$ Million



# Cash Generation

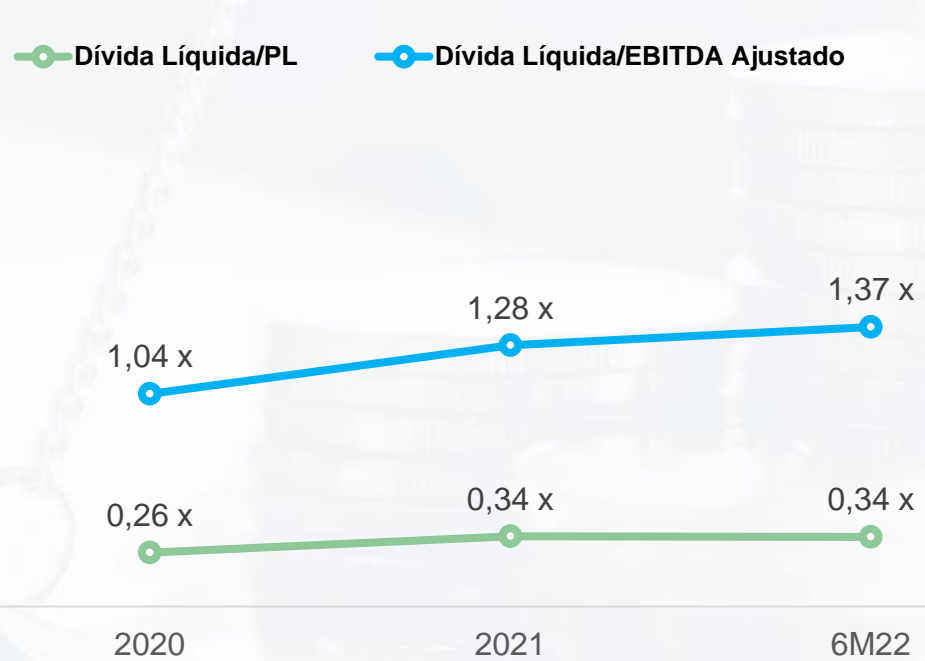
R\$ Million

**Consistency** in operating cash Generation, with investment in inventory coverage. Release of R\$ 58 million from FINEP.

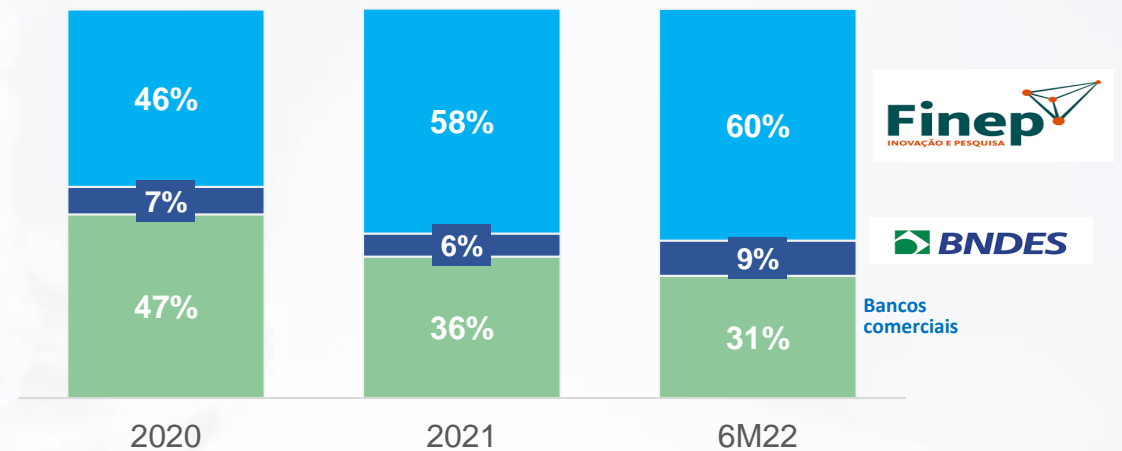




# Capital Structure



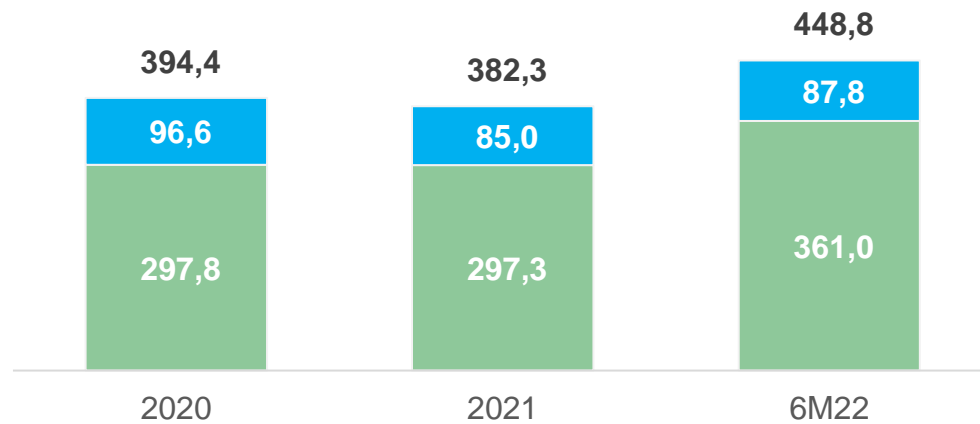
## Composição



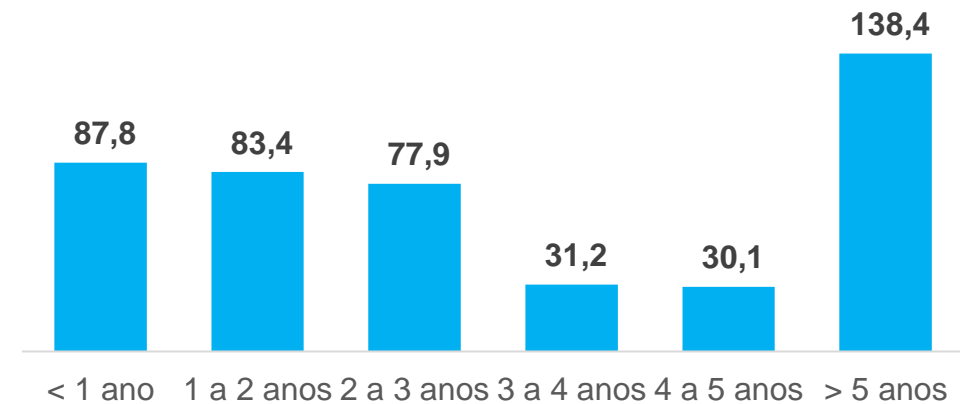
# Capital Structure

Perfil da dívida

■ Longo Prazo ■ Curto Prazo



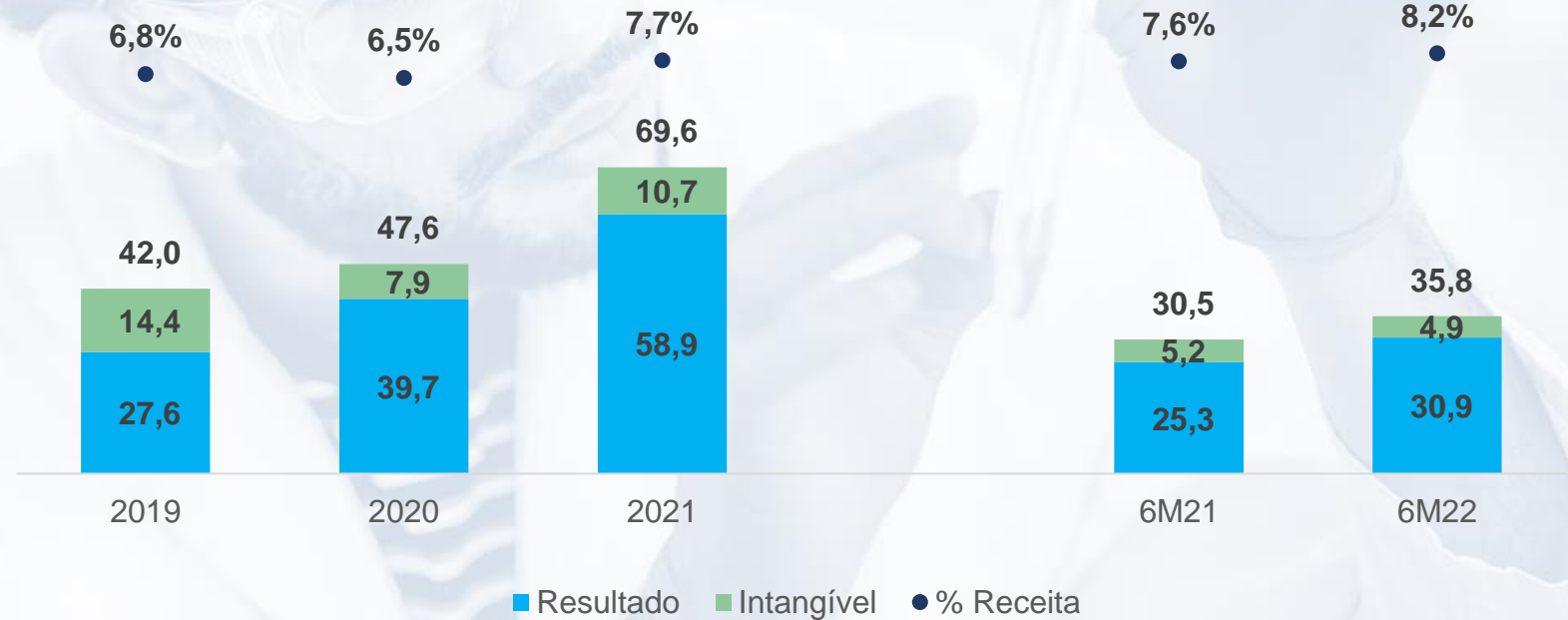
Aging do endividamento bancário



# Investments in R&D

R\$ Million

**R&D Investments** reached 8.2% of net revenue, totaling R\$ 35.8 million in 2022



*Doubts?*



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



[ir@ourofino.com](mailto:ir@ourofino.com)



(16) 3518-2000



[ir.ourofino.com](http://ir.ourofino.com)

