Results 4Q17 and 2017

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Our Purpose

Reimagining animal health

- Net revenue increased by 11% and reached R\$ 505 million
- Adjusted EBITDA increased by 134% and reached R\$ 104 million, with an adjusted profit of R\$ 45 million
- Generation of cash from operations doubled and reached R\$ 120 million
- Leverage level (adjusted net debt/EBITDA) reaches 2x.

Conference Call

In Portuguese with simultaneous translation into English March 7, 2018 3 p.m. (BRT) / 1 p.m. (US EST) Telephone: Brazil: +55 11 2188-0155 Other countries: +1 646 843-6054 Password: Ourofino

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Cravinhos, March 6, 2018 – Ouro Fino Saúde Animal Participações S.A. (the "Company" or "Ourofino") (B3: 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 December 31, 2017 (4Q17 and 2017).

Message from management

We are pleased with the results for 2017. As reported throughout the year, we were able to regain the Company's historical profit levels after facing major challenges in 2016. Net revenues grew by 11% in the year and reached R\$ 505 million, our adjusted EBITDA grew by 134% and reached R\$ 104 million, with a margin above 20%. Our adjusted profit totaled R\$ 45 million, with a 9% margin, and we doubled the generation of cash from operations to R\$ 120 million, reducing our leverage level (net debt/adjusted EBITDA) to below 2x.

With respect to production animals, net revenue was R\$ 398 million, with an increase of 11% in comparison with 2016, and gross margin was above 50%. We have reaped the benefits of our work focused on increasing profitability, including a reduction in the volumes of products with lower margin and price gains in the whole product line, and experienced a better moment in the market of vaccines against foot-and-mouth disease.

As for companion animals, net revenue was R\$ 61 million, an increase of 12% in comparison with 2016. Macroeconomic conditions have improved since the beginning of the second half of 2017 and a substantial reduction in distributors' inventory levels was also noted, bringing good growth prospects for the segment for 2018.

As regards international operations, net revenue increased by 10%, feeling the negative impacts of foreign exchange rate effects. Also, we followed our product registration strategy in Mexico and Colombia, which will increase our portfolio, thus creating conditions for growth that was planned in these markets.

We are confident that 2018 will be a great year, and the team remains enthusiastic about accelerating business growth, attentive to all the actions that made 2017 a year in which the Company's values were restored. Our processes will continue to be performed in a fast and simple manner, in line with our purpose of Reimagining Animal Health.

We are grateful for the trust placed in us during the restructuring process we have gone through and reaffirm our commitment to the Company's sustainable value generation.

Jardel Massari CEO Kleber Gomes CFO and IRO

Financial performance

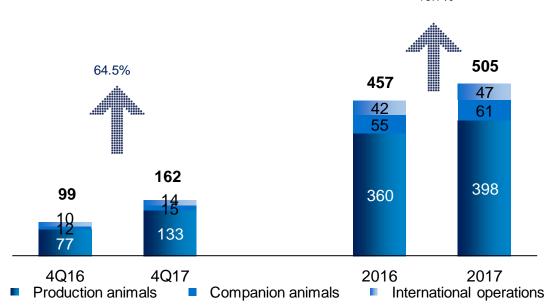
R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Net revenue	98.5	162.0	64.5%	456.6	505.3	10.7%
Cost of sales	(56.1)	(77.1)	37.4%	(230.5)	(237.7)	3.1%
Gross profit	42.4	84.9	100.2%	226.1	267.6	18.4%
(gross margin)	43.0%	52.4%	9.4 p.p.	49.5%	53.0%	3.5 p.p.
Expenses*	(50.2)	(52.5)	4.6%	(207.3)	(189.8)	-8.4%
Operating profit	(7.8)	32.4	-515.4%	18.8	77.8	313.8%
(operating margin)	-7.9%	20.0%	27.9 p.p.	4.1%	15.4%	11.3 p.p.
Finance result, net	(6.4)	(4.2)	-34.4%	(22.2)	(16.8)	-24.3%
Income tax and social contribution*	4.7	(5.3)	-212.8%	5.7	(15.6)	-373.7%
Adjusted profit	(9.5)	22.9	-341.1%	2.3	45.4	1873.9%
(adjusted profit margin)	-9.6%	14.1%	23.7 p.p.	0.5%	9.0%	8.5 p.p.
Adjusted EBITDA	1.0	40.7	3970.0%	44.4	103.7	133.6%
(adjusted EBITDA margin)	1.0%	25.1%	24.1 p.p.	9.7%	20.5%	10.8 p.p.

(*) In 2016, does not include non-recurring expenses related to the provision for impairment of trade receivables of Venezuela, termination of statutory officer and restructuring costs. In 2017, does not include non-recurring expenses related to consulting services by Falconi, settlement of tax assessment notices for previous years and restructuring costs. These events gave rise to their related tax effects.



Net revenue

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Net sales revenue	98.5	162.0	64.5%	456.6	505.3	10.7%
Production animals	76.6	133.2	73.9%	359.7	397.7	10.6%
Companion animals	11.6	14.5	25.0%	54.5	61.0	11.9%
International operations	10.3	14.3	38.8%	42.4	46.6	9.9%



In 4Q17, the Company presented a net revenue of R\$ 162 million, an increase of 64.5% in comparison with 4Q16. In 2017, net revenue was R\$ 505.3 million, an increase of 10.7% in comparison with 2016. Please find below our comments on the performance of the segments in which we operate:

- The Production Animals segment presented a net revenue of R\$ 133.2 million in 4Q17, an increase of 73.9% in comparison with 4Q16, with gains in price and volume, especially in cattle products. In 2017, net revenue was R\$ 397.7 million, an increase of 10.6% in comparison with 2016, reflecting the effects of the actions taken by the new management.
- The Companion Animals segment presented a net revenue of R\$ 14.5 million in 4Q17, an increase of 25% in comparison with 4Q16. In 2017, net revenue was R\$ 61 million, an increase of 11.9% in comparison with 2016. These results show market recovery with proper inventory levels at distributors.

The International Operations segment presented a net revenue of R\$ 14.3 million in 4Q17, an increase of 38.8% in comparison with 4Q16. In 2017, net revenue was R\$ 46.6 million, an increase of 9.9% in comparison with 2016. These results were adversely affected by foreign exchange rates.

10.7%

Gross profit and gross margin

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Gross profit	42.4	84.9	100.2%	226.1	267.6	18.4%
(gross margin)	43.0%	52.4%	9.4 p.p.	49.5%	53.0%	3.5 p.p.
Gross profit - production animals	29.5	68.0	130.5%	163.0	201.0	23.3%
(gross margin - production animals)	38.5%	51.1%	12.6 p.p.	45.3%	50.5%	5.2 p.p.
Gross profit - companion animals	7.8	10.0	28.2%	38.3	42.7	11.5%
(gross margin - companion animals)	67.2%	69.0%	1.8 p.p.	70.3%	70.0%	-0.3 p.p.
Gross profit - international operations	5.1	6.9	35.3%	24.8	23.9	-3.6%
(gross margin - international operations)	49.5%	48.3%	-1.2 p.p.	58.5%	51.3%	-7.2 p.p.

In 4Q17, gross margin was 52.4%, an increase of 9.4 percentage points in comparison with 4Q16. In 2017, gross margin reached 53%, an increase of 3.5 percentage points in comparison with 2016.

- The Production Animals segment presented a gross margin of 51.1% in 4Q17, an increase of 12.6 percentage points in comparison with 4Q16, as a result of price gains. In 2017, gross margin was 50.5%, an increase of 5.2 percentage points in comparison with 2016, as a result of a better mix in the segment.
- The Companion Animals segment presented a gross margin of 69.0% in 4Q17, an increase of 1.8 percentage points in comparison with 4Q16, as a result of a better mix in the segment. In 2017, gross margin was 70.0%, a decrease of 0.3 percentage points in comparison with 2016.
- The International Operations segment presented a gross margin of 48.3% in 4Q17, a decrease of 1.2 percentage points in comparison with 4Q16. In 2017, gross margin was 51.3%, a decrease of 7.2 percentage points in comparison with 2016. This decrease was substantially due to price losses arising from foreign exchange effects in the period.



Selling, general and administrative expenses

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Selling, general and administrative and other expenses	(50.2)	(52.5)	4.6%	(207.3)	(189.8)	-8.4%
Percentage of net revenue	51.0%	32.4%	-18.6 p.p.	45.4%	37.6%	-7.8 p.p.

In 4Q17, selling, general and administrative expenses totaled R\$ 52.5 million, with a dilution of 18.6 percentage points in comparison with 4Q16. In 2017, these expenses totaled

R\$ 189.8 million, with a dilution of 7.8 percentage points in comparison with 2016. This dilution reflects an increase in net revenues and the Company's efforts to optimize expenses.

EBITDA and EBITDA margin

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Adjusted profit	(9.5)	22.9	-341.1%	2.3	45.4	1873.9%
(+) Non-recurring expenses, net of IRPJ/CSLL*	(2.6)	(0.3)	-88.5%	(7.6)	(7.5)	-1.3%
Profit for the period	(12.1)	22.6	-286.8%	(5.3)	37.9	-815.1%
(+) Finance result, net	6.4	4.2	-34.4%	22.2	16.8	-24.3%
(+) Income tax and social contribution	(5.4)	5.1	-194.4%	(8.0)	11.7	-246.3%
(+) Depreciation and amortization	5.7	7.0	22.8%	21.9	24.9	13.7%
EBITDA	(5.4)	38.9	-820.4%	30.8	91.3	196.4%
(+) Non-recurring expenses*	3.3	0.5	-84.8%	9.9	11.4	15.2%
(+) Other	3.1	1.3	-58.1%	3.7	1.0	-73.0%
Adjusted EBITDA	1.0	40.7	3970.0%	44.4	103.7	133.6%
Net sales revenue	98.5	162.0	64.5%	456.6	505.3	10.7%
EBITDA margin	-5.5%	24.0%	29.5 p.p.	6.7%	18.1%	11.4 p.p.
Adjusted EBITDA margin	1.0%	25.1%	24.1 p.p.	9.7%	20.5%	10.8 p.p.

(*) In 2016, the following were considered non-recurring expenses: provision for impairment of trade receivables of Venezuela, termination of statutory officer and restructuring costs. In 2017, these expenses related to consulting services by Falconi, settlement of the tax assessment notices for previous years and restructuring costs.

In 4Q17, adjusted EBITDA totaled R\$ 40.7 million, with a margin of 25.1%, an increase of 24.1 percentage points in comparison with 4Q16. In 2017, adjusted EBITDA was R\$ 103.7 million, with a margin of

20.5%, an increase of 10.8 percentage points in comparison with 2016. The increase in gross margin and dilution of selling, general and administrative expenses were responsible for EBITDA improvement.

Finance result

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Finance result, net	(6.4)	(4.2)	-34.4%	(22.2)	(16.8)	-24.3%

Net finance costs in 4Q17 totaled R\$ 4.2 million, a decrease of 34.4% in comparison with 4Q16. In 2017, these costs amounted to R\$ 16.8 million, a decrease of 24.3%. These results were

due to a higher cash generation in 2017. As a result, there was a reduction in net debt, which was R 264.6 million in 4Q16 and reached R 200.2 million in 4Q17.

Income tax and social contribution

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Income tax and social contribution	4.7	(5.3)	-212.8%	5.7	(15.6)	-373.7%
Percentage of profit before IRPJ and CSLL	-33.1%	-18.8%	14.3 p.p.	-167.6%	-25.6%	142.0 p.p.

In 4Q17, income tax and social contribution amounted to R\$ 5.3 million. In 2017, they totaled

R\$ 15.6 million. The effect determined was due to higher profitability.

Profit

R\$ million	4Q16	4Q17	Variation %	2016	2017	Variation %
Adjusted profit	(9.5)	22.9	-341.1%	2.3	45.4	1873.9%
profit margin	-9.6%	14.1%	23.7 p.p.	0.5%	9.0%	8.5 p.p.

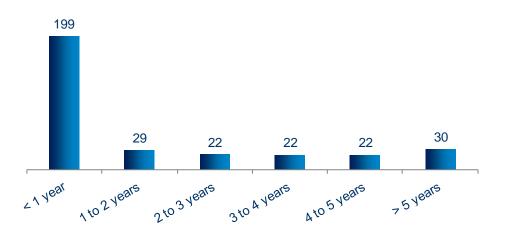
In 4Q17, adjusted profit was R\$ 22.9 million, very different from the loss recorded in 4Q16. In 2017, adjusted profit was R\$ 45.5 million against R\$ 2.3 million in 2016. These results reflect an

increase in EBITDA due to the previously mentioned factors, and a decrease in net finance costs.

Indebtedness

In R\$ million	December 31, 2016	December 31, 2017
Current	73.6	190.2
Non-current	241.9	122.9
Gross debt	315.5	313.1
Related derivative financial instruments	19.4	10.5
Gross debt arising from related derivatives	334.9	323.6
(-) Cash and cash equivalents	70.3	123.4
Net debt	264.6	200.2
Average cost of debt (year) ¹	9.11%	6.84%
Adjusted annual Net debt/EBITDA (LTM)	5.96	1.93

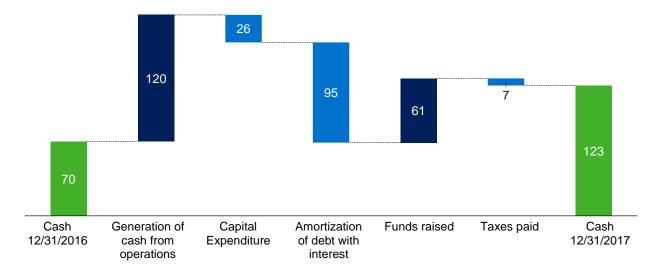
¹ Net bank debt considering related derivatives and bank guarantee costs



Bank debt aging*

*Considers the period between January 1 and December 31 and debt plus derivatives.

Cash position



In 2017, there was a generation of cash from operations of R\$ 120 million, doubling the volume in comparison with 2016, and in line with the Company's efforts to reduce the average term of receivables from sales that decreased to 116 days, in comparison with 130 days in 2016 and 154 days in 2015.

We would also emphasize the repayment of debt and payment of interest totaling R\$ 95 million plus the raising of funds of R\$ 61 million, with impact on the average cost of debt, which decreased from 9.1% at December 31, 2016 to 6.8% at December 31, 2017.



Launches in 2017

As a result of our R&D efforts, there were launches in line with our pipeline, such as that of Regepil, for companion animals and Superhion in packages of 5 liters for production animals.



Regepil

Indications: General and chronic wounds in areas of difficult healing; Surgical wounds helping reducing dehiscence rate; Contribute and accelerate the healing process in animals with physiological impairment arising from a preexisting sickness.



Skin product Segment: Companion

animals

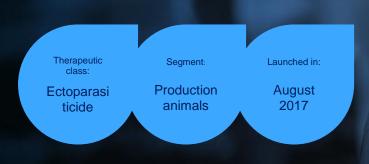
Launched in:

June 2017



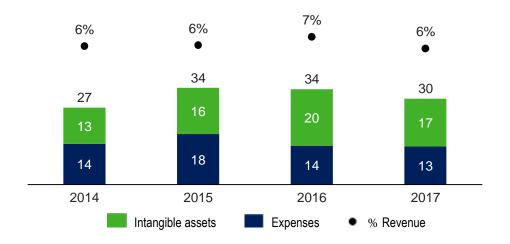
Superhion 5L

Indications: Superhion is a pouron ectoparasiticide for cattle, composed by the association between Fipronil and Fluazuron, recommended for the strategic control of ticks and horn flies and for the treatment against botflies and myiasis



Investments in research and development

In 2017, 6% of the net revenue was invested in R&D, totaling R\$ 29 million. The chart below shows the Company's total investments in R&D from 2014 to 2017.



Adjusted statement of operations (R\$ thousands)	4Q16	4Q17	12M16	12M17
Revenue	98,506	162,025	456,587	505,281
Cost of sales*	(56,086)	(77,083)	(230,504)	(237,720)
Gross profit	42,420	84,942	226,083	267,561
Selling expenses*	(41,409)	(41,854)	(168,307)	(155,634)
General and administrative expenses*	(8,012)	(9,661)	(36,492)	(35,256)
Other income, net*	(755)	(999)	(2,519)	1,104
Operating profit	(7,756)	32,428	18,765	77,775
Finance income	1,324	2,227	4,487	7,916
Finance costs	(3,714)	(5,351)	(12,280)	(18,185)
Derivative financial instruments, net	(3,045)	2,110	(28,050)	(5,680)
Foreign exchange variations, net	(1,002)	(3,226)	13,643	(844)
Finance result	(6,437)	(4,240)	(22,200)	(16,793)
Profit before income tax and social contribution	(14,193)	28,188	(3,435)	60,982
Current and deferred income tax and social contribution*	4,715	(5,257)	5,696	(15,541)
Adjusted profit (loss) for the period	(9,478)	22,931	2,261	45,441

(*) Does not consider non-recurring expenses and their related tax effects.

Statement of operations - corporate (R\$ thousands)	4Q16	4Q17	12M16	12M17
Revenue	98,506	162,025	456,587	505,281
Cost of sales	(56,086)	(77,083)	(230,504)	(238,712)
Gross profit	42,420	84,942	226,083	266,569
Selling expenses	(41,409)	(41,854)	(171,656)	(155,634)
General and administrative expenses	(11,408)	(10,157)	(43,058)	(39,872)
Other income, net	(755)	(999)	(2,519)	(4,712)
Operating profit	(11,152)	31,932	8,850	66,351
Finance income	1,324	2,227	4,487	7,916
Finance costs	(3,714)	(5,351)	(12,280)	(18,185)
Derivative financial instruments, net	(3,045)	2,110	(28,050)	(5,680)
Foreign exchange variations, net	(1,002)	(3,226)	13,643	(844)
Finance result	(6,437)	(4,240)	(22,200)	(16,793)
Profit before income tax and social contribution	(17,589)	27,692	(13,350)	49,558
Current and deferred income tax and social contribution	5,402	(5,089)	7,999	(11,657)
Profit (loss) for the period	(12,187)	22,603	(5,351)	37,901

Statement of cash flows (R\$ thousands)	12M16	12M17
Cash flows from operating activities		
Profit before income tax and social contribution	(13,350)	49,558
Adjustments for:		
Provision for impairment of trade receivables	7,423	987
Provision for inventory losses and write-offs	8,637	11,055
Reversal of the provision for sales returns	2,836	(2,221
Provision for bonuses to customers	780	451
Reversal of discounts on sales of vaccines against foot-and-mouth disease	(1,280)	(2,443
Depreciation and amortization	21,927	24,859
Provision for impairment of intangible assets	3,721	990
Gains/losses on disposal and write-off of PP&E	(21)	(277
Gains/losses on disposal and write-off of intangible assets	481	(1,456
Interest and monetary and exchange variations, net	(4,706)	16,657
Derivative financial instruments	28,050	5,679
Provision for contingencies	157	62
Stock options granted	1,585	1,053
Changes in working capital		
Trade receivables	49,745	8,886
Inventories	(32,047)	7,331
Taxes recoverable	(9,701)	(7,826
Other assets	4,867	736
Trade payables	(2,277)	3,886
Taxes and charges payable	(2,288)	(897
Other liabilities	(4,915)	2,769
Cash provided by operations	59,624	119,839
Interest paid	(10,468)	(13,640
Income tax and social contribution paid	(6,914)	(6,696
Net cash provided by operating activities	42,242	99,503
Cash flows from investing activities		
Investments in intangible assets	(22,954)	(17,649
Purchase of property, plant and equipment	(65,146)	(14,978
Proceeds from sale of property, plant and equipment	1,281	729
Proceeds from sale of intangible assets		5,876
Net cash used in investing activities	(86,819)	(26,022
Cash flows from financing activities		
Capital increase	218	
New borrowings	191,041	60,731
Repayment of borrowings	(73,894)	(66,534
Realized derivative financial instruments	(8,208)	(14,633
Dividends and interest on capital paid	(16,433)	
Net cash provided by (used in) financing activities	92,724	(20,436
Increase in cash and cash equivalents, net	48,147	53,045
Cash and cash equivalents at the beginning of the period	23,380	70,325
Exchange losses on cash and cash equivalents	(1,202)	(10)
Likelinge losses on cash and cash equivalents	(1,202)	(10

Balance sheet (R\$ thousands)	12/31/2016	12/31/2017
Assets		
Current assets	379,922	407,296
Cash and cash equivalents	70,325	123,360
Trade receivables	162,478	160,663
Inventories	131,303	108,578
Taxes recoverable	4,877	4,748
Income tax and social contribution recoverable	5,107	4,177
Related parties	303	256
Other assets	5,529	5,514
Non-current assets	395,654	402,931
Long-term receivables	62,695	69,343
Taxes recoverable	42,643	49,664
Deferred income tax and social contribution	17,081	12,412
Related parties	165	
Inventories		5,137
Other assets	2,806	2,130
Permanent assets	332,959	333,588
Intangible assets	87,158	86,721
Property, plant and equipment	245,801	246,867
Total assets	775,576	810,227
Liabilities and equity		
Current liabilities	142,959	276,517
Trade payables	23,316	27,915
Derivative financial instruments	8,820	9,179
Borrowings	73,550	190,233
Salaries and social charges	17,299	22,180
Taxes payable	4,053	4,153
Income tax and social contribution payable	1,056	578
Dividends and interest on capital	,	9,051
Related parties	355	168
Commissions on sales	6,070	4,931
Other liabilities	8,440	8,129
Non-current liabilities	256,322	128,074
Derivative financial instruments	10,584	1,272
Borrowings	241,888	122,867
Provision for contingencies	3,850	3,935
Total liabilities	399,281	404,591
Total equity	376,334	405,879
Non-controlling interests	(39)	(243)
Total liabilities and equity	775,576	810,227
	110,010	010,227

