



**ourofino**  
saúde animal

Fact Sheet 3Q14



## CORPORATE PROFILE

Ourofino operates in three different segments:

- The **livestock** segment represents the production and sale in the domestic market of veterinary drugs, vaccines and other products for cattle, pigs, poultry and horses.
  - Portfolio of 91 veterinary products presented in over 113 formats.
- The Company's **pet** segment represents the production and sale in the domestic market of veterinary drugs and other products for cats and dogs.
  - Portfolio of 32 veterinary products presented in over 58 different formats.
- The **international operations** segment focuses on the production and sale of veterinary drugs, vaccines and other products for the foreign livestock market.
  - Products are exported to 13 countries, especially in Latin America.

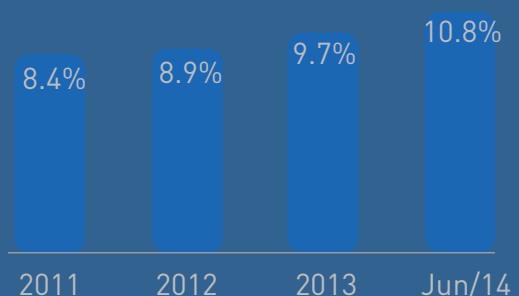
## HIGHLIGHTS

- **Net revenue from sales of R\$296.8 million in 9M14 and R\$103.7 million in 3Q14**, up 20.1% and 10.0%, respectively, in relation to the same periods last year;
- **Gross profit of R\$182.7 million year to date and R\$66.6 million in the quarter**, an increase of 14.5% versus 9M13 and 10.3% versus 3Q13;
- **Adjusted EBITDA came to R\$65.7 million in 9M14**, up 16.1% in relation to 9M13, with an adjusted EBITDA margin of 22.1%.  
**In 3Q14, adjusted EBITDA reached R\$24.5 million**, a growth of 6.1% over 3Q13.

**Market Share Evolution**  
Livestock



**Market Share Evolution**  
Pets



## RECENT EVENTS

On October 21, 2014, the Company started trading its shares on BM&F Bovespa - Securities, Commodities and Futures Exchange under the ticker OFSA3, at the initial price of R\$27.00, and distribution totaling R\$363.5 million. The primary offer of 1.9 million shares and the secondary offer of 11.5 million shares totaled 13.4 million shares, all of the common type.

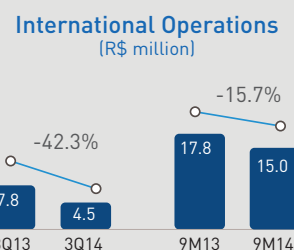
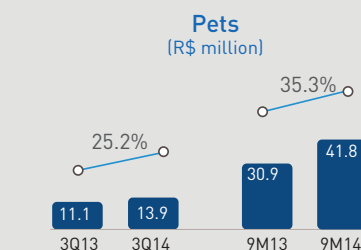
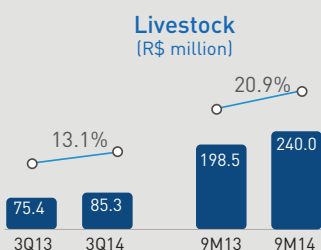
### COMPANY'S SHAREHOLDING STRUCTURE AFTER THE OFFERS:

Shareholders	Common shares <sup>1</sup>	%
Founding shareholders	29,668,270	57.14
Management	1,603,690	3.08
Free Float		
General Atlantic	7,407,407	14.27
BNDESPar	6,666,788	12.84
Other	6,576,922	12.67
<b>Total</b>	<b>51,923,077</b>	<b>100.00</b>

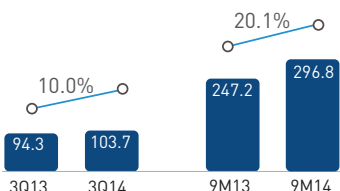
Note<sup>1</sup>: The number of shares and percentage of share do not include the over-allotment option.

## RESULTS

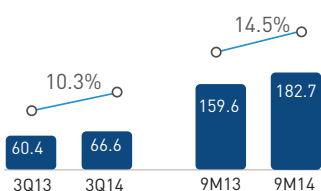
### Net revenue



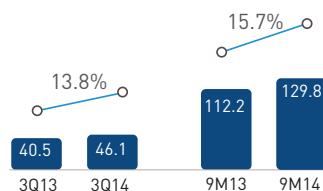
### Net revenue



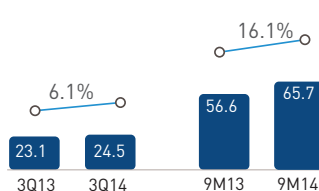
### Gross Profit



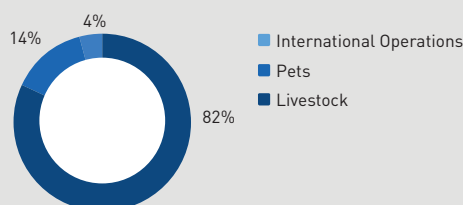
### SG&A Expenses



### Adjusted EBITDA Adjusted EBITDA margin

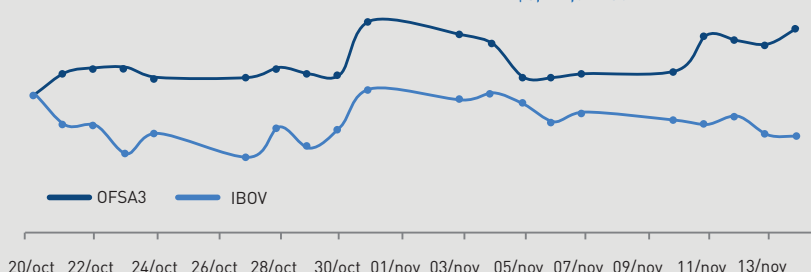


### Net revenue 3Q14 (Contribution)



### Share Performance

OFSA3: + 7.4%  
IBOV: - 4.7%  
Average daily trading volume:  
R\$5,127,814.68



## IR CONTACT

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