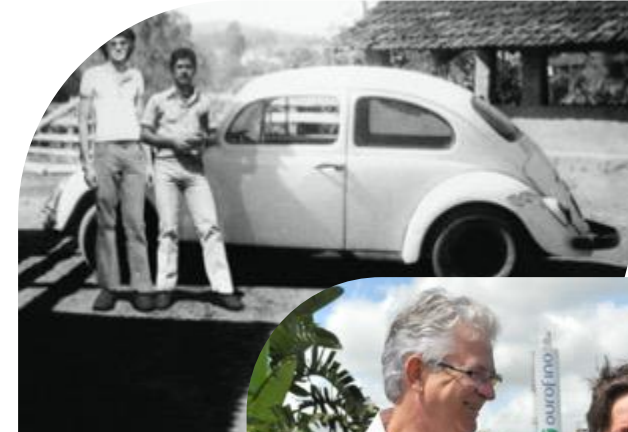




**One of the largest
veterinary pharmaceutical
industries from Brazil**

History

Since the beginning, we have our own sales force, our DNA is to be a partner and we work with a focus on the customer.



1987

The beginning of endless possibilities!

1997

Start of the work abroad

2000

Entry into pet market

2005

Operations in the headquarters in the city of Cravinhos, São Paulo, Brazil

2007

Biologics program and therapeutic hormonal products program

2018

Factory of biological medicine

2020

Reframing our culture and values

2022

Mitsui acquires 29% of Ouro Fino Saúde Animal Participações social capital

Our purpose

Reimagining Animal Health

We produce solutions and services to feed the world and increase the longevity of pet animals



We are Ourufino

Play to win

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

Take care of People

We are passionate about what we do and go above and beyond to take care of people.

Connect with the World

We work in connection with the world in an entrepreneurial and digital way to build alliances and innovate.



Market

We operate in Latin America

**We export to various countries
with distribution partners**



Market

We have our own structures in the most relevant markets for the animal protein chain and pet animal:

Brazil: Production and commercialization

Mexico: Commercialization

Colombia: Commercialization



Market

Animal protein

The numbers of our market

Region	Animal protein production (cattle, poultry and pigs in millions of tons)	Global participation
World	365.157	100,0%
Latin America and Central America	61.349	16,8%
Brazil	33.313	9,12%
Mexico	8.047	2,2%
Colombia	3.095	0,8%
Others	16.894	4,6%

Market

Animal protein



Brazil

One of the world's great agribusiness powers

The largest commercial cattle herd in the world, around 234 million heads

Third largest consumer of beef protein

Second largest producer of chicken meat in the world, with more than 14 million tons per year

More than 24% of national GDP comes from agribusiness

Fourth largest pork producer in the world, with more than 5 million tons per year

Third largest pig herd in the world, with approximately 45 million heads in 2022

First in exports of beef and chicken

Fourth largest pork exporter in 2022

Market

Animal protein



Mexico

2nd LATAM Animal Health Market

Third largest beef production in Latin America and seventh largest pork exporter in the world

Seventh largest herd, with 35 million heads

Colombia

3rd LATAM Animal Health Market

Fourth largest beef producer in Latin America

Twelfth largest herd in the world

Market

Pet animals



Brazil

3rd largest pet population in the world

Source: ABINPET – Associação brasileira da indústria de produtos para animais de estimação

Mexico

80 million animals, 43 million dogs, 16 million cats

Source: Instituto Nacional de Estadística e Geografía

Colombia

More than 8 million pet animals in the country

Source: APROVET (Asociación Nacional de Laboratorios de Productos Veterinarios na Colômbia)

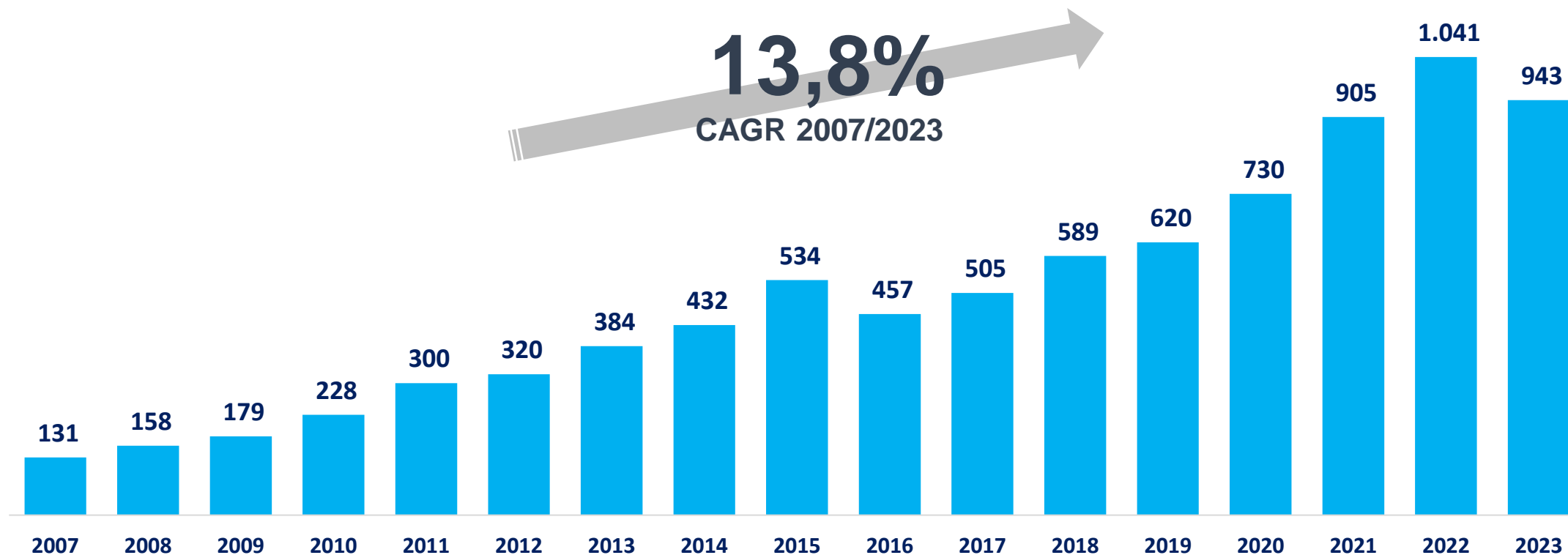
Market

Pet animals

- **New family profile**
- **Pet as a member of the family**
- **Growth of medical specialties**
- **Pandemic as an accelerator of this process**
- **Strong growth in recent years**



Net Revenue – BRL Millions



Growth drivers

Future vision

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



Business

Leading brands



Business

Structure



Cattle and horses



Poultry and pigs



Pet animals



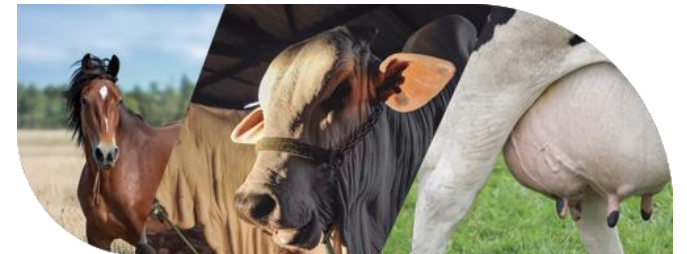
International
operations

Business unit

Cattle and horses

Cattle and horses

- Around 4k customers served by our representatives and commercial consultants
- 7k rural properties served by technical consultants
- Around 160 professionals in the field
- 92 SKUs



Business unit

Cattle and horses



Ectoparasiticides



Endoparasiticides



Reproduction line



Biologicals, fortifiers,
and sanitizer



Therapeutics



Endectocides



Sealing tarpaulins
and inoculants



Moisturizers

Business unit

Pet animals



Pet animals (Brazil)

- 37 Distributors
- 30k POS reached
- Direct sales to main market players: Petz, Cobasi, Petlove and Petcamp
- Own team of 54 people plus 450 indirect employees
- 92 SKUs



Business unit

Pet animals



Pet animals (Mexico)

- 24 Distributors
- 2,6k POSs reached
- 3 consultants
- 42 SKUs



Business unit

Pet animals



Pet animals (Colombia)

- Pet animals (Colombia)
- 3,5k POSs reached
- Own team of 2 people
- 43 SKUs



Business unit

Pet animals



Pet Care



Endo/Ectoparasiticide
and Endectocide



Dermatological
maintenance line



Supplement Line



Antimicrobials



Dermatological
Line



Line of
Anti-inflammatory
and Analgesics



Line of
Otologics



Diagnostics Line

Business unit

Poultry and pigs

Poultry and pigs

- Around 200 customers served by our representatives and commercial consultants
- Around 15 professionals in the field
- 25 SKUs



Business unit

Poultry and pigs



Additives



Anticoccidial



Biologicals



Disinfectant



Ectoparasiticide
S



Anti-
inflammatories



Anticoccidial



Fortifier



Hormonal

Business unit

International operations



International operations (Mexico)

- 6,5k customers served indirectly, through distributors
- Direct customers: 78 customers including distributors and resellers
- Demand customers: 700 pharmacies and agriservices, 1.5k farms, 200 veterinarians
- 44 SKUs



Business unit

International operations



Anti-inflammatory



Ectoparasiticides



Endoparasiticides



Fortifier



Endectocides



Reproduction



Therapeutics

Business unit

International operations



International operations (Colombia)

- 5k customers served indirectly, through distributors
- Direct customers: 380 customers including resellers, distributors and end consumers
- Demand customers: 500 pharmacies and agriservices, 1.2k farms and 170 veterinarians
- 38 professionals
- 84 SKUs



Business unit

International operations



Ectoparasiticides



Supplement



Vaccines



Biologicals, fortifiers and vitamins



Endectocides



Reproduction



Therapeutics

Business unit

International operations

International operations (Distribution countries)

- 16 countries, 11 in Latin America
- 19 distributors in these countries
- 3 representatives, who manage the distribution countries, in addition to the distributors' sales team
- 6k customers served indirectly, through distributors
- 291 SKUs



Proud to be
Ourofino



Ourofino - Empreendedor Master do Ano 2004.

ERNST & YOUNG



*Our Industrial
Campus*

Modern structure for manufacturing:

- Medicines
- Animal pesticides
- Products for reproduction
- Vaccines



Our Industrial Campus

- **D** - Laboratories
- **F** - Pharmaceuticals
- **H** - Animal pesticides
- **M** - Biologicals
- **R** - Hormones
- **X** - Biotechnology
- **V** - Recombinant and Traditional Vaccines



*Our Industrial
Campus*

The best in Latin America

- Certified by MAPA
- Cutting-edge equipment technology
 - Laboratories with HPLCs, UPLC/MS and DSC
 - Protocols according to Good Manufacturing Practices
- Production monitoring by ERP/SAP
- 24/7 automation



*Our Industrial
Campus*

Biosafety Levels in Biologicals:

- 4 (MAPA) - The highest for veterinary
- 2 (CTNBio) - In the recombinant plant



*Our Industrial
Campus*

Veterinary Research Center

Guatapar, So
Paulo, Brazil



R&D

- Investments in R&D represent, on average, **8% of net revenue**
- Team made up of PHDs, doctors, masters and technicians



R&D

Future vision for R&D

- Trends
- Animal welfare
- Technological platforms
- Strategic partners
- ESG



ESG

Ourofino ESG Commitment



ESG



Industry Trends

- Biologicals
- Biotechnology
- Animal welfare
- Early diagnosis
- Livestock 5.0
- Humanization of Pet Animals

ESG

ESG Journey



**Purpose
and values
Ourofino**

• • • • •



**Policies and
commitment
ESG**

• • • • •



**Definition of
materiality**

Consultation with
stakeholders
and definition
of priorities

• • • • •



**Internalization
of SDGs and
integration into
strategic
planning**

• • • • •



**Definition of
projects
connected to
prioritized
subjects**

• • • • •



**Breakdown
of goals and
monitoring
dashboard**

• • • • •



ESG

Materiality

*Rationalize
efforts*

*Set
priorities*



Six prioritized topics

Our material subjects

1
**Animal
welfare**

2
**Climate
changes**

3
**Innovation
and
research**

4
**Supply chain
management**

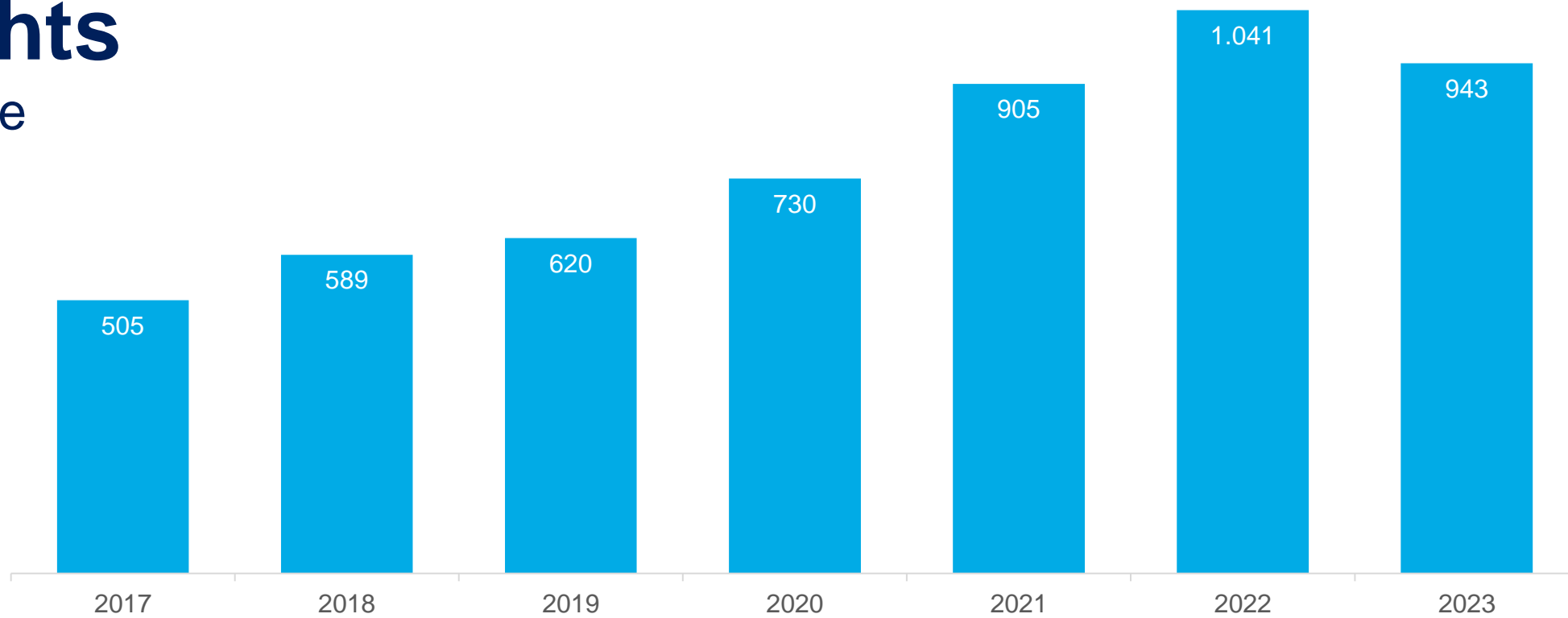
5
**Well-being
and
appreciation
of people**

6
**Food
and feeding
safety**

*Financial
results*

Financial highlights

Net Revenue
(R\$ Million)

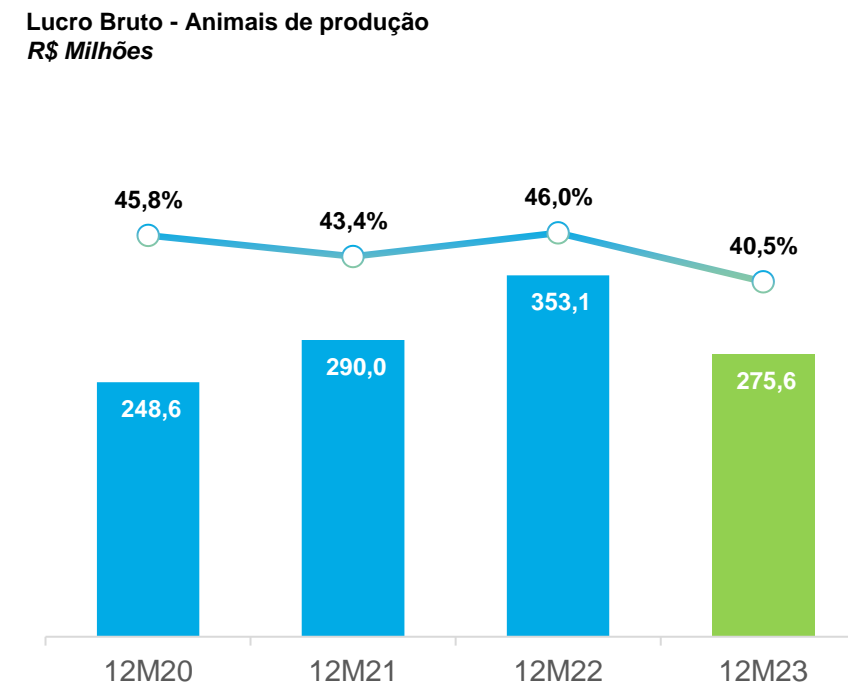
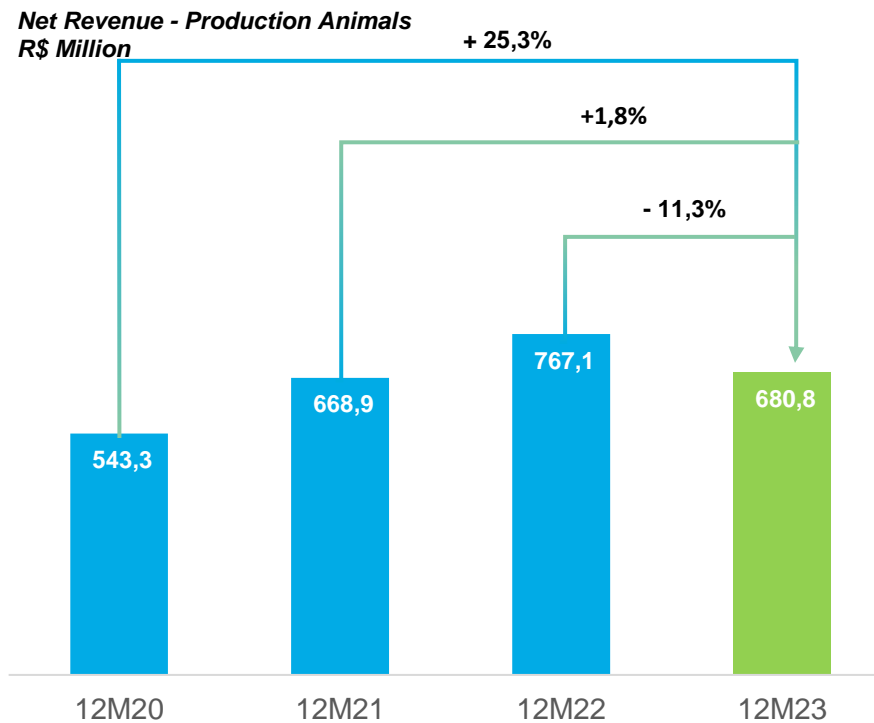


Financial results

Production Animals



Financial highlights



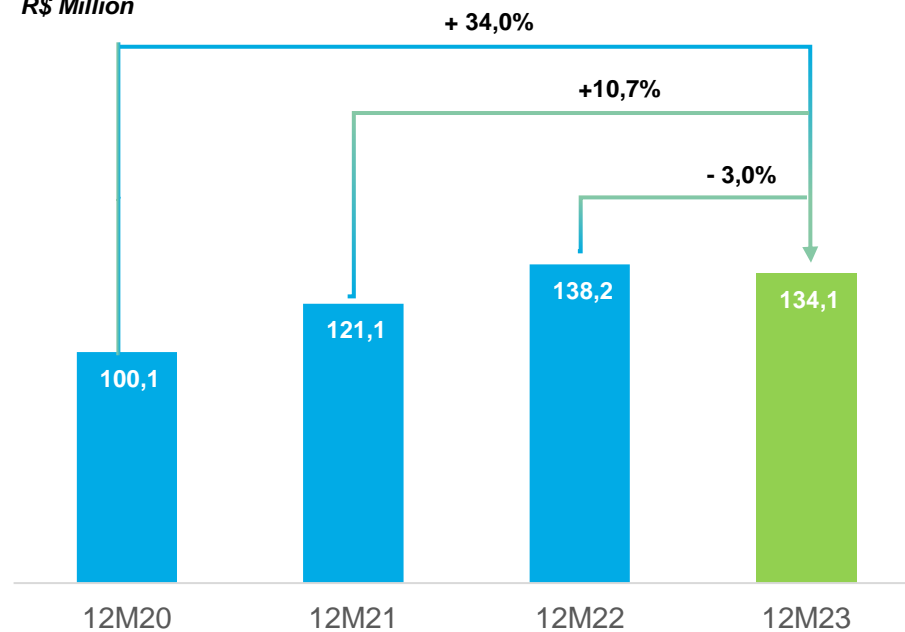
Financial results

Financial highlights

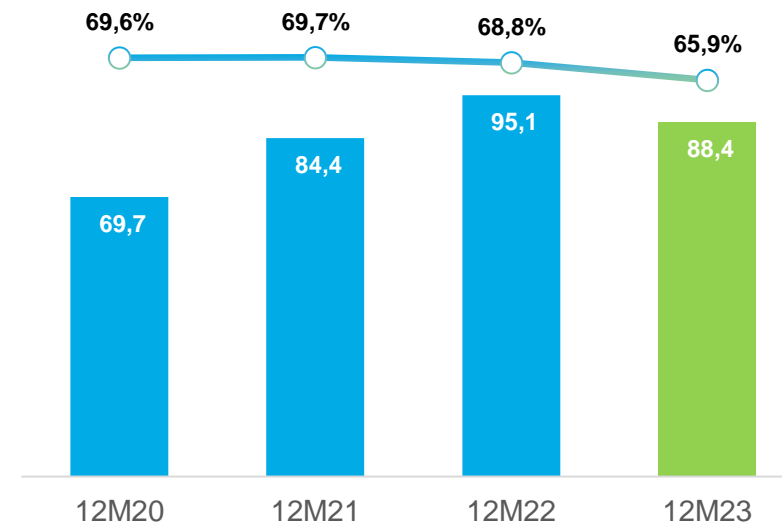
Pet animals



Net Revenue - Pet Animals
R\$ Million



Gross profit - Pet animals
R\$ Million



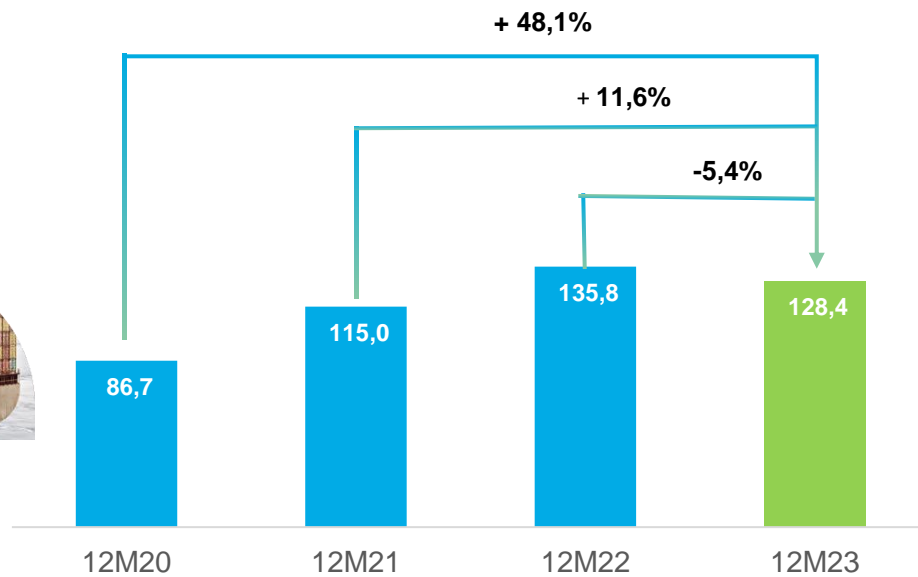
Financial results

Financial highlights

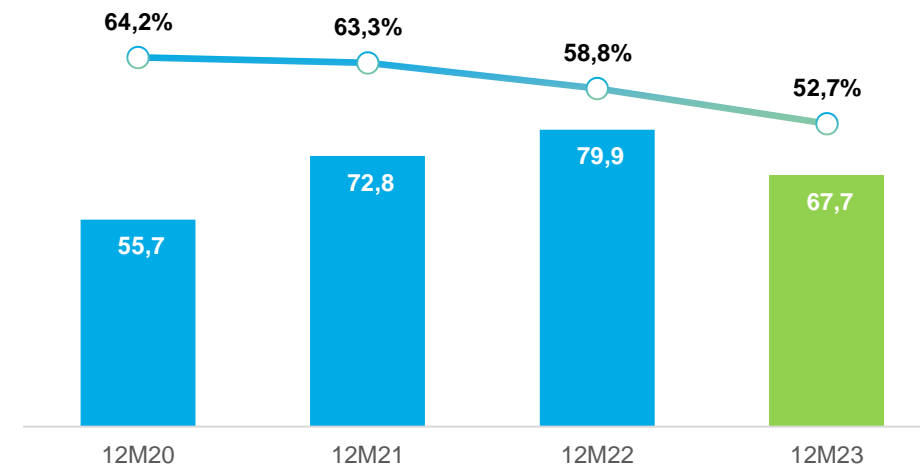
International Operations



Net Revenue - International Operations
R\$ Million

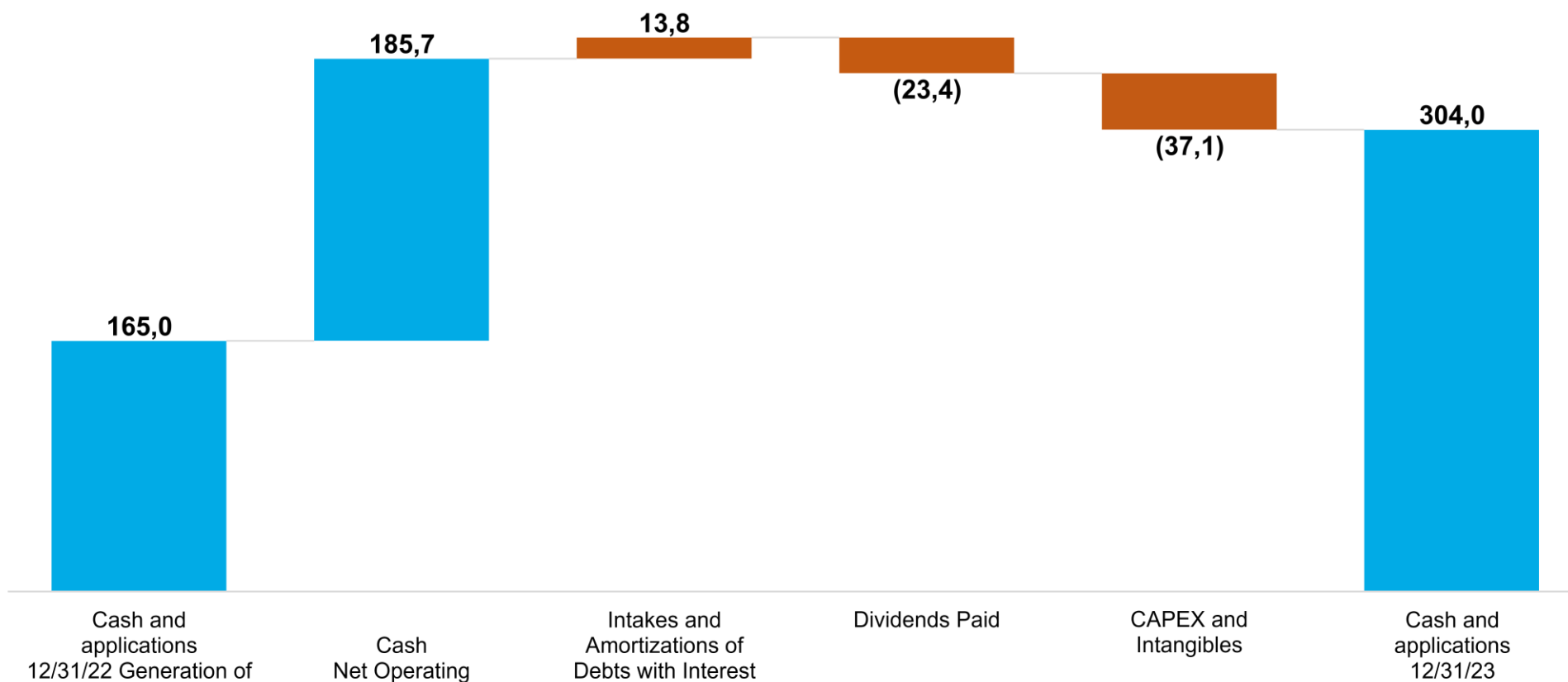


Gross Profit - International Operations
R\$ Million



*Financial
results*

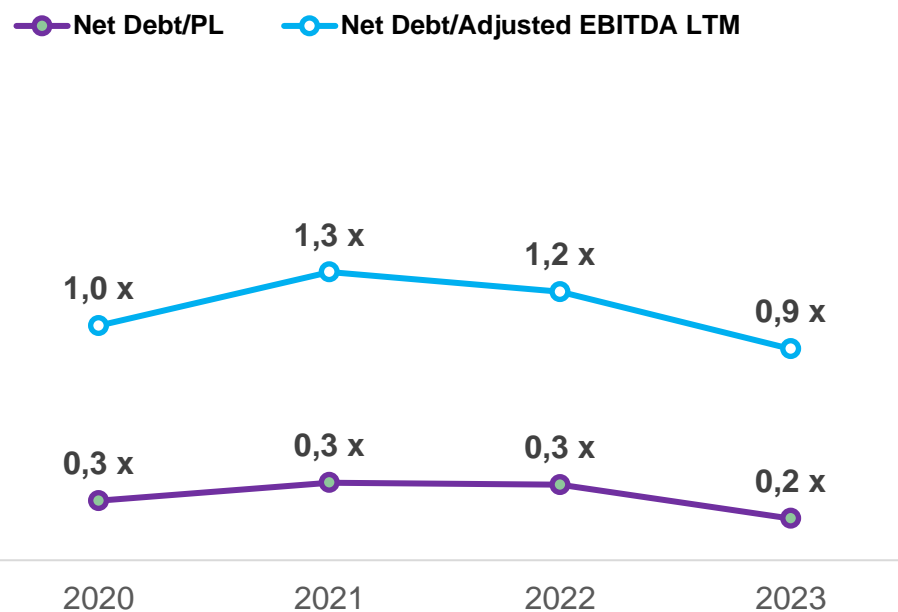
Cash position (R\$ Million)



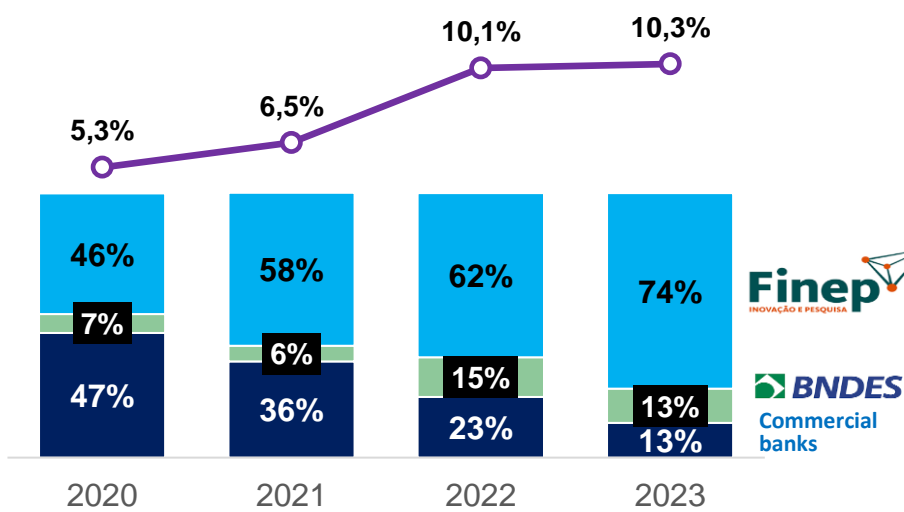
Financial results

Leverage and debt composition

(R\$ Million)



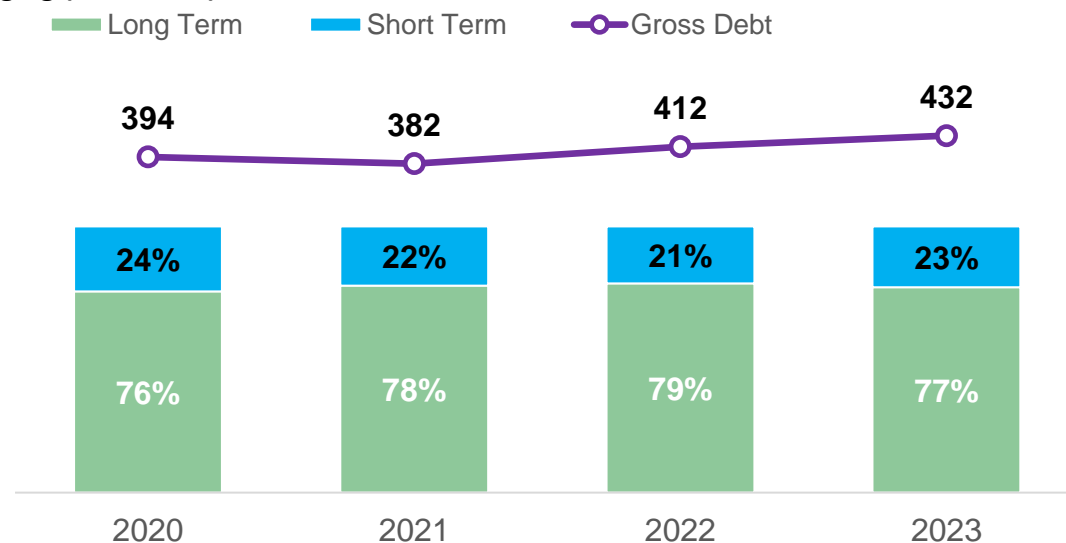
Debt composition and cost



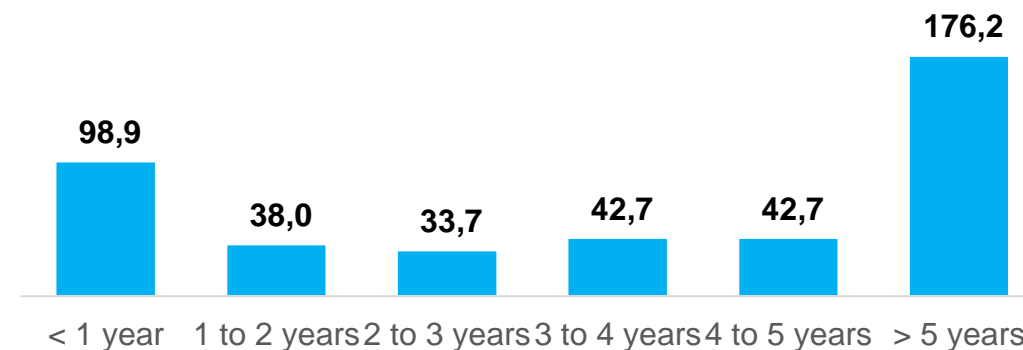
Debt profile and aging

(R\$ Million)

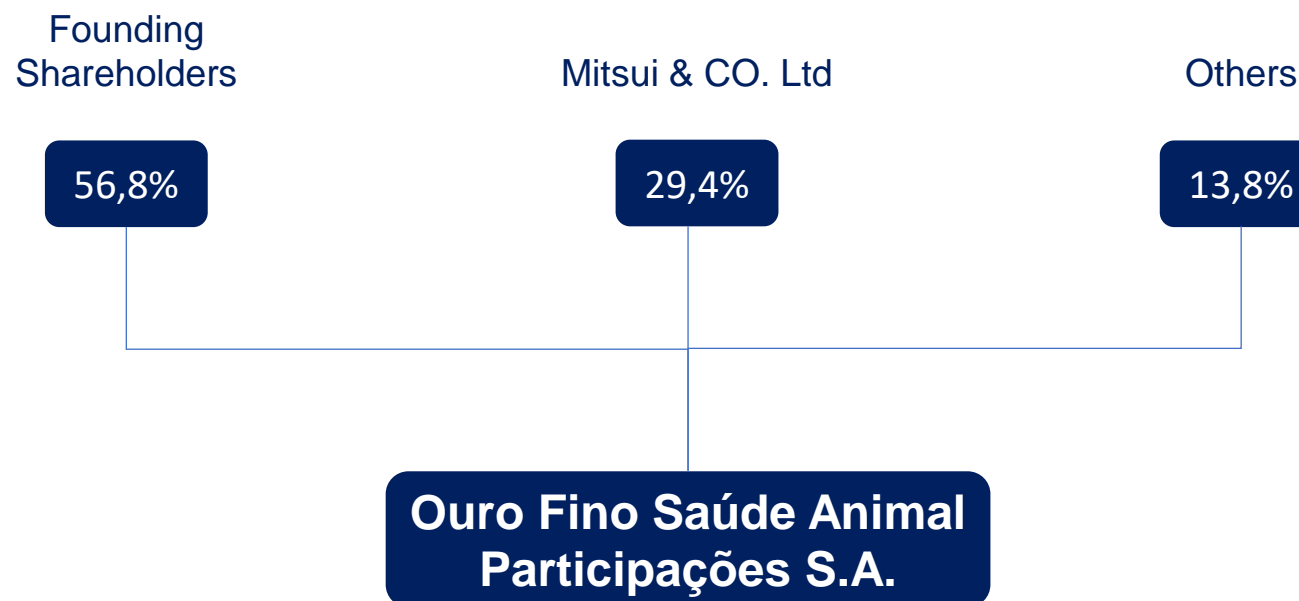
Aging (R\$ million)



Aging bank debt
R\$ Million



Shareholding composition



We are Ourufino

ourufino
agronegócio

Leadership position in
markets with strong
growth drivers

Unique combination of
brand, access and
broad customer base

Entrepreneurial culture,
experienced teams and
consolidated
governance

Expertise in R&D and a
pipeline aligned with market
trends

Best industrial
park in Latin
America



WE ARE OUROFINO AND OUROFINO IS EACH ONE OF US



*Aim the camera
from your cellphone to
the QR Code to discover
the Ourofino Culture
Manifesto video*

Our Values | Ourofino Saúde Animal
(ourofinosaudeanimal.com)