



Earnings Release

3Q20 and 9M20



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

Chief Executive Officer

A company with aligned
CULTURE and **VALUES** allowing
engagement, working in
harmony and
results.



Cultural Transformation

Three core values:



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

**CARE
FOR
PEOPLE**

- Trust
- Engagement
- Leadership development
- Employee recognition
- Well-being
- Diversity



Care for people

- Leadership meetings
- Meet Ups
- Home-office
- Hygienization protocols
- Maintenance of salary and employees benefits

We have ownership mindset,
we are better as a team and we
only get satisfied with superior
and sustainable results.

- Entrepreneurial attitude
- Agile
- Adaptability
- Long-term focus
- Continuous improvement
- Collaboration

**PLAY
TO
WIN**



Play to win

- Board aligned with strategy
- Proximity to the customer
 - Trainings
 - Virtual contact
 - Alternative to Expointer
- Pricing
- Customer Journey



We act in connection with the world, with an entrepreneurial and digital approach to build alliances and innovate.

- Global view
- Strategic alliances
- Innovation
- Digital connectivity
- Continuous learning

**CONNECT
WITH THE
WORLD**

Connect with the world

- Digital Journey
- Positive market conditions
- Partnerships
 - Safeeds
- Products launch and tendencies identification
 - Maxicam Oral Solution
 - Bris Line

Bris

Line



Segment:

PET

Therapeutic Class:

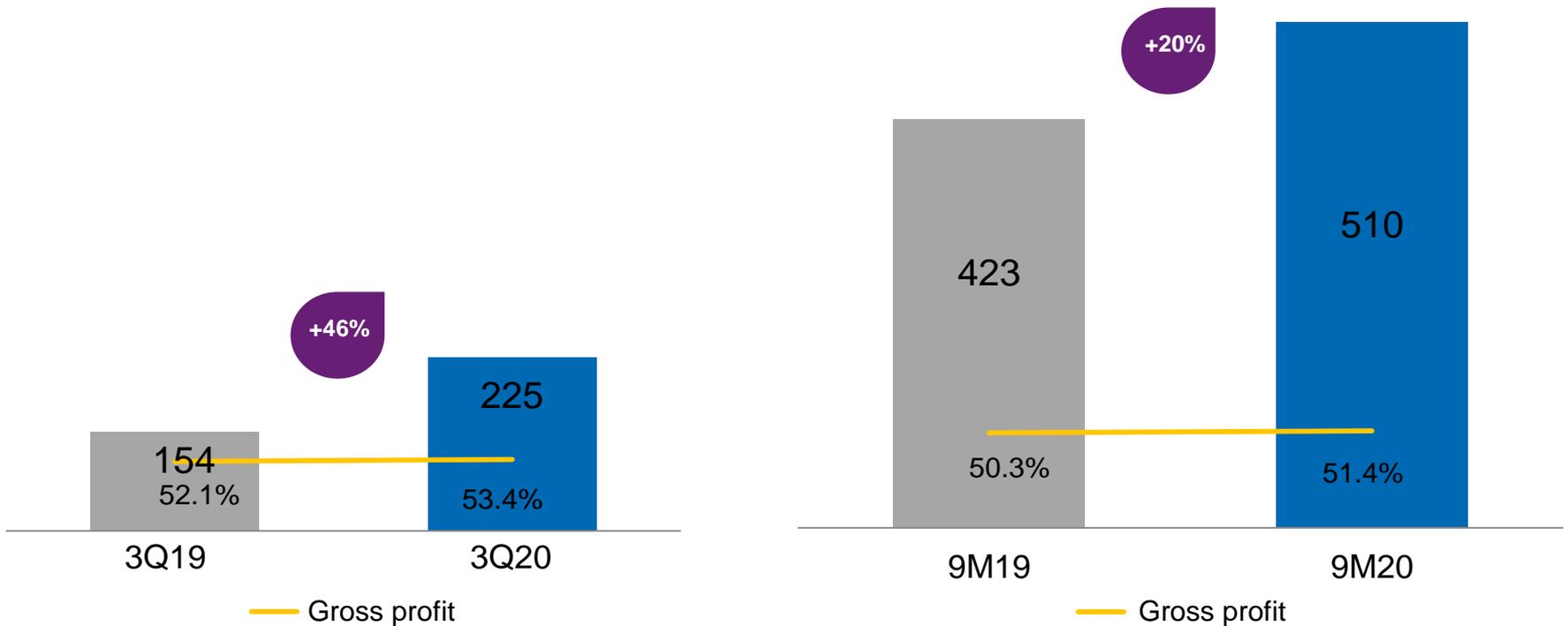
Dermocosmetics

Marcelo Silva

CFO and IRO

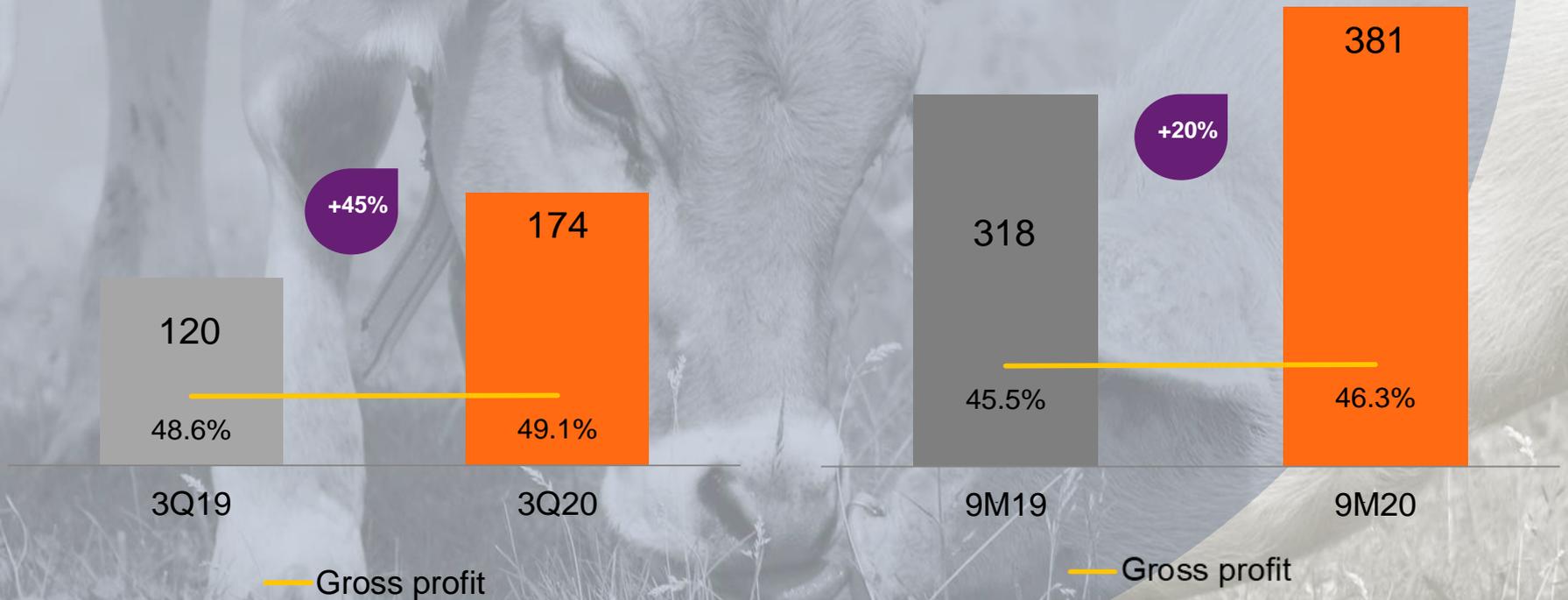
Consolidated Results

Total Net Revenue and Gross Profit (R\$ millions)



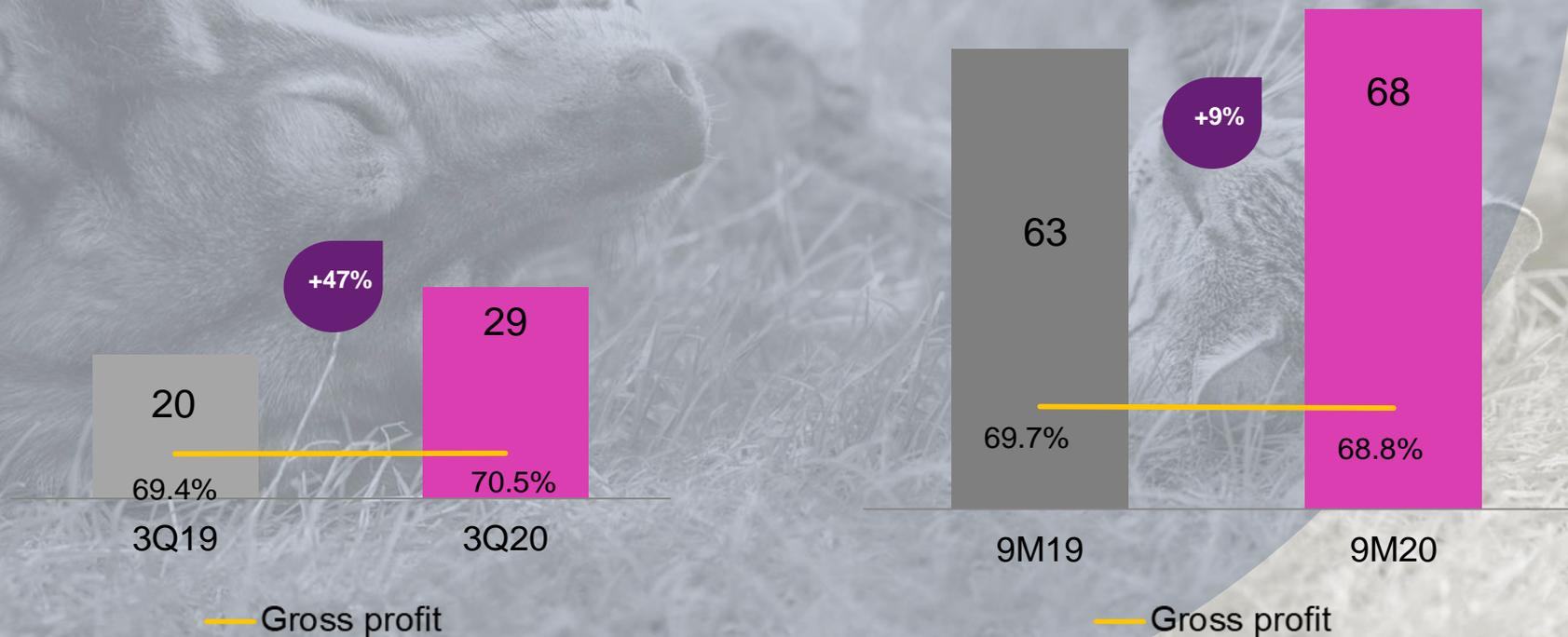
Production animals

Total Net Revenue and Gross Profit (R\$ millions)



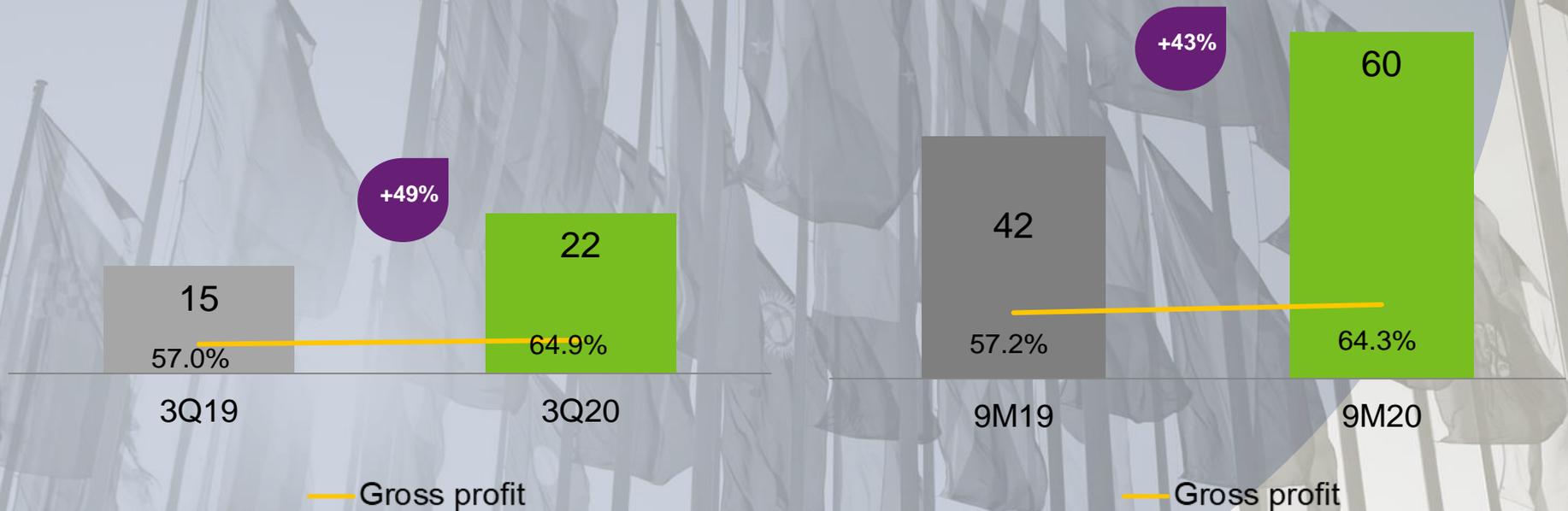
Companion animals

Total Net Revenue and Gross Profit (R\$ millions)

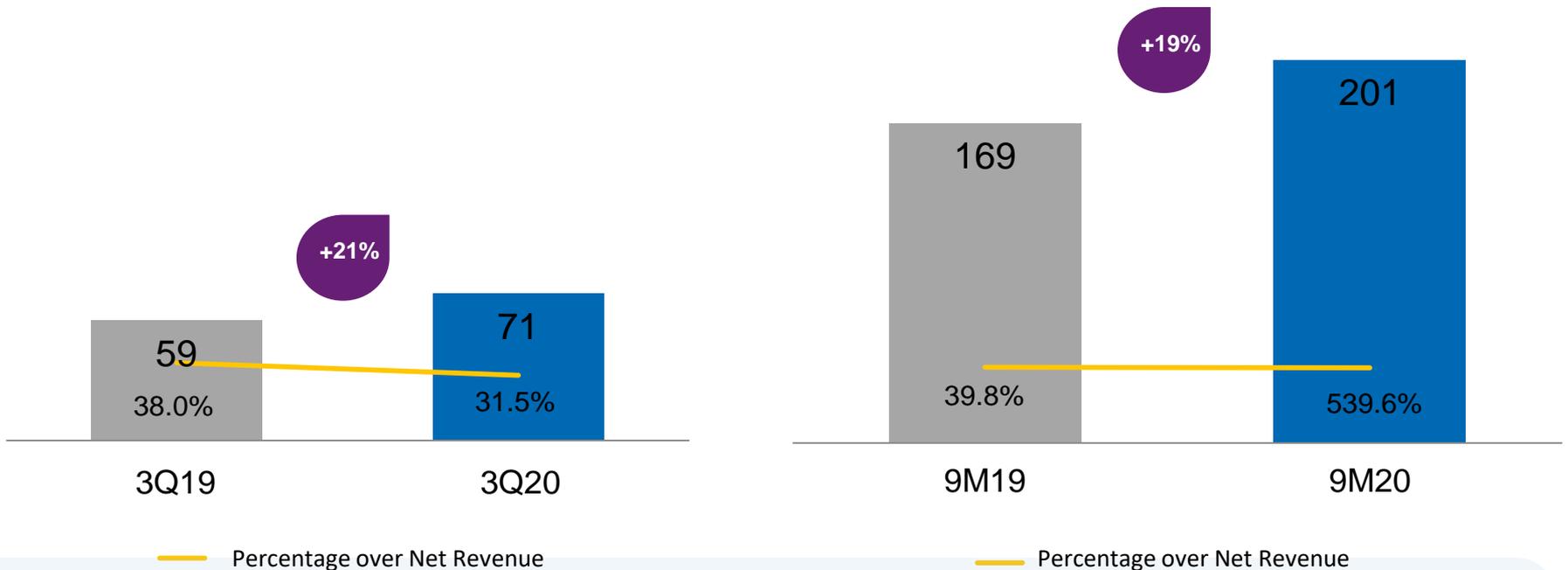


International Operations

Total Net Revenue and Gross Profit (R\$ millions)

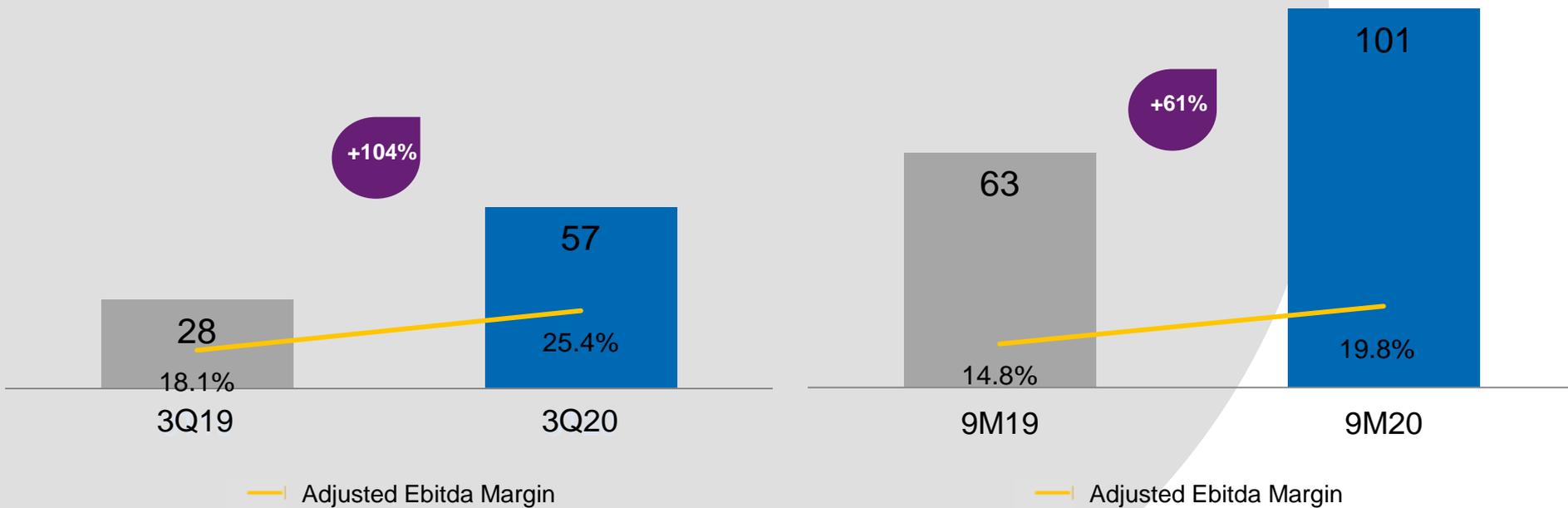


SG&A (R\$ millions)



Dilution of expenses due to the increase in net revenue

Adjusted Ebitda (R\$ millions)

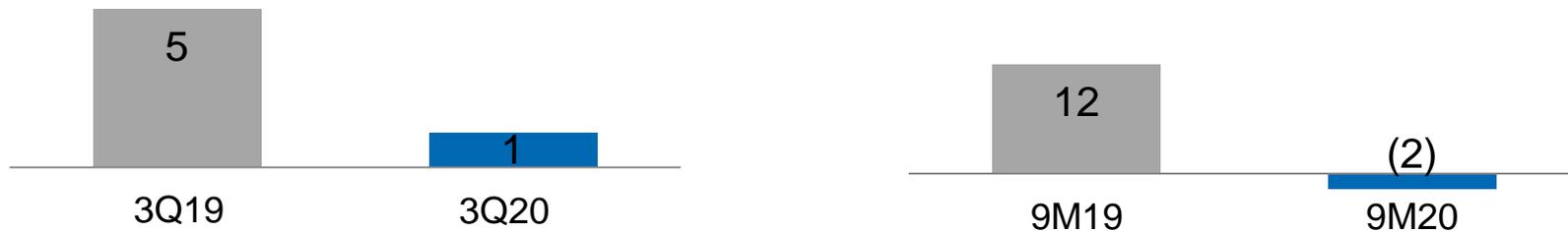


Net Financial Expense and Income Tax (R\$ millions)

Net financial expense

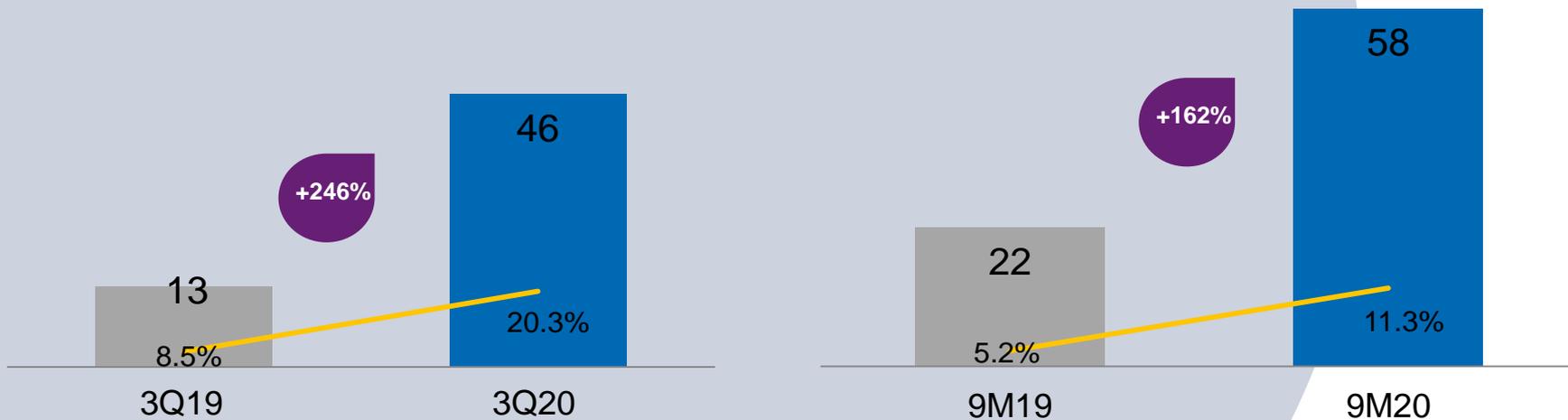


Income tax (credit balance)

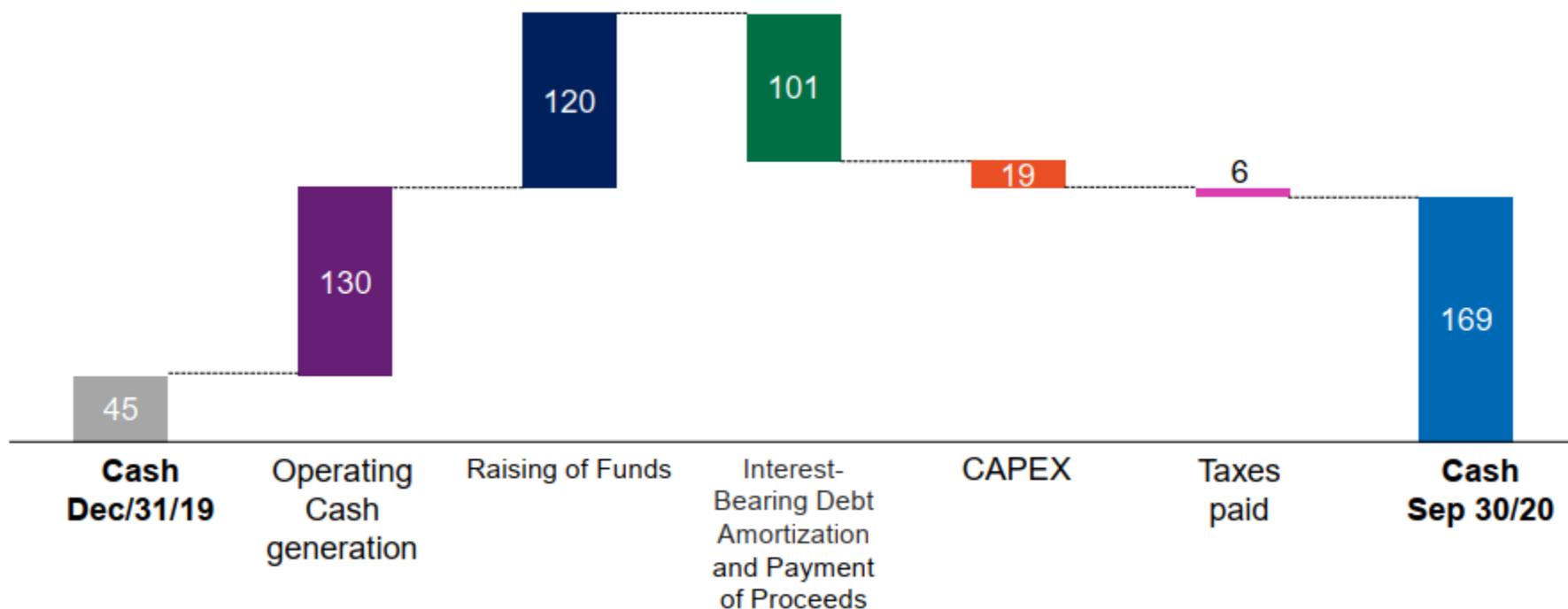


Adjusted Net Profit

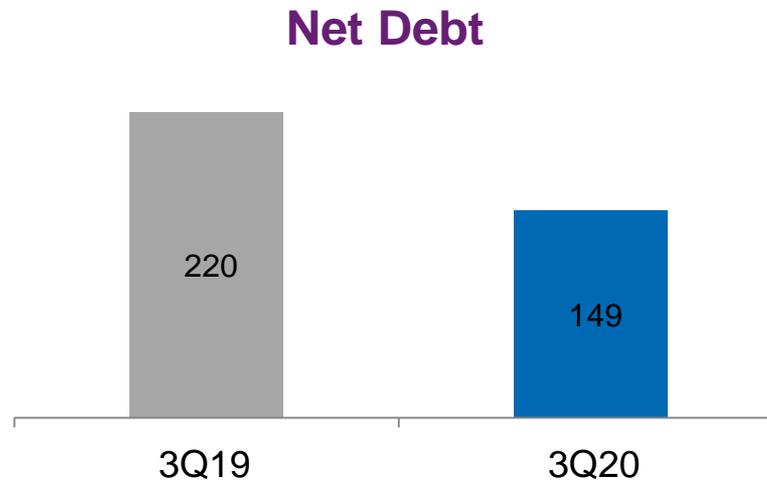
(R\$ millions)



Generation of Cash (R\$ million)



Indebtedness



Net Debt /
EBITDA

2.22x

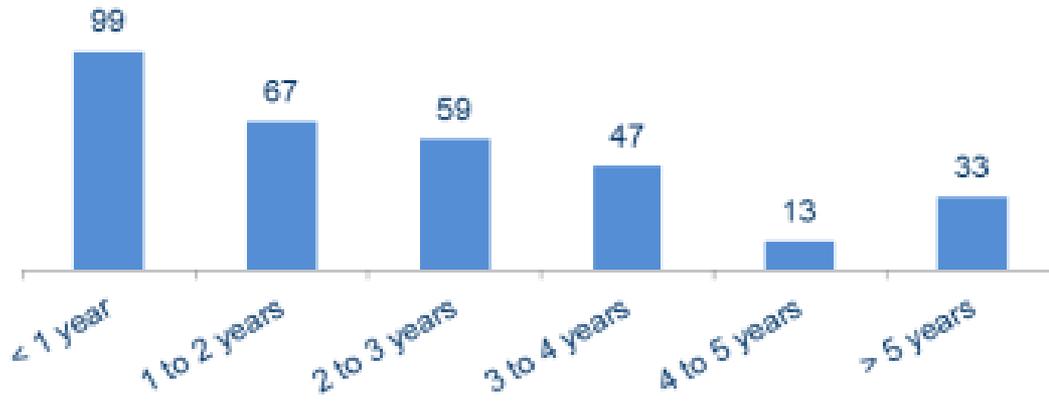
1.02x

Annual Average
interest on debt

6.63%

5.01%

Aging of bank debt



Extending bank indebtedness through short-term debt renegotiations totaling R\$ 90 million, with final maturity in 4 years and a compound rate of CDI + 2.34%.

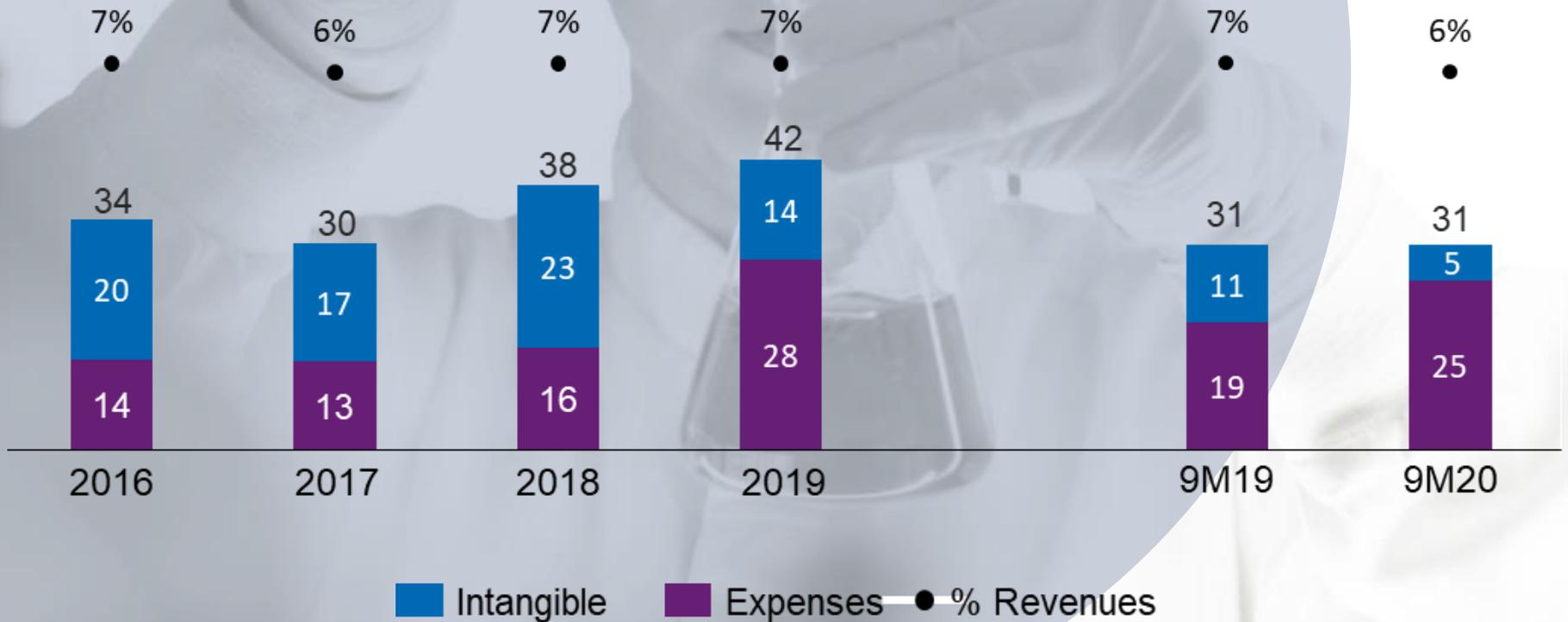
Subsequent event: raising of R\$ 40 million in October, rate CDI + 2.38%, final maturity in 4 years.

FINEP | New Operation

Credit line contracted in October with FINEP to finance the Company's R&D projects

- R\$ 180 millions
- Classification as Pioneer Innovation
- Rate of TJLP + 0,71%
- Total term of 12 years
- 36 months grace period

R&D Investments





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