

# REIMAGINATING ANIMAL HEALTH

# **Earnings Conference Call**

Friday, November 11, 2022

11 am BRT | 9 am EST Portuguese with simultaneous translation into English <u>Webcast</u>

# **Investor Relations**

Email: ri@ourofino.com Phone No.: (16) 3518-2000 Website: ri.ourofino.com **Animal Health Award Winner 2021** 





**Cravinhos, November 10, 2022** - Ouro Fino Saúde Animal Participações S.A. ("Company" or "Ourofino") (B3: OFSA3), a company engaged in research, development, production and sales of veterinary drugs, vaccines and other veterinary products for production and companion animals, announces today its financial results for the period ended September 30, 2022 (3Q22 and 9M22).

### **HIGHLIGHTS**

- Elected the most amazing pharmaceutical company to work for by FIA/USP and UOL
- Net Revenue recorded 19.5% growth in 3Q22, raising the accumulated growth in 9M22 to 13.2%, reaching R\$ 718.3 million
- Gross margin reaches 52.3% in 3Q22 with 50.6% accumulated margin in 9M22, amounting to R\$ 363.2 million in gross profit
- EBITDA reaches R\$ 137.5 million with 9.3% growth
- Leverage at 1.3x EBITDA, with 75% of debt via FINEP and BNDES



#### **MESSAGE FROM THE EXECUTIVE BOARD**

Reimagining Animal Health means to challenge conventional thinking to lead the evolution and sustainable growth of the animal health ecosystem, that is our purpose. In this sense, in August, during Expointer, we launched the campaign **#ThisAgrolsOurs**. With the leading role of Ourofino, this move aims to prove the importance of agriculture not only for the country's food and economy, but to elucidate the population about how this locomotive drives the most diverse sectors and how it is present in the daily lives of Brazilians.

In the first semester, we were elected to best company to work for in agribusiness in Brazil by the consultancy Great Place to Work (GPTW), and we are proud to announce that we are ranked 52nd in the general ranking for companies with teams between 1,000 and 10,000 people, reaffirming the team's engagement and the experience of the **#CareforPeople** value. Elected the **most amazing pharmaceutical company to work** for in a survey held by FIA/USP and UOL. Reaffirming the close relationship with our customers, the performance close to the producers and the commitment to contribute to the livestock productivity and food production, we received, in the category animal health, the Agroleite award and were elected for the fourth time in a row the most admired company in the Granja Trophy. #PlayToWin

We continue to grow our revenues significantly. As a result of our focus on the customer and price pass-through strategy, we sustained healthy profitability levels even in a complex scenario, preserving gross margin despite strong fluctuations and exchange rate pressure. We have adequate financial conditions for the sustainable growth of our business, we continue to deliver robust operating cash flow, and we have a capital structure that allows us to continue investing in research and development, innovation, and acquisitions.

We were recognized as the 2nd company in the agribusiness segment that most practices open innovation with startups in Brazil by the TOP 100 Open Corps 2022 Ranking. This recognition strengthens the strategy adopted by the company, positioning us as protagonists in an innovation ecosystem comprising several research agents, funding agencies and startups. We continue to invest a relevant percentage of our revenues in the search for new solutions for the animal protein chain and the welfare of companion animals, accessing adjacent markets with high growth potential. #ConnectWithTheWorld

As a result of our innovation strategy, we reported, in our last report, the launches of Tulaxx and a line of supplements for dogs and cats (Kardio, Longil, Plenipil, Plenipil Snaks, Revibem and Seren Snacks). Continuing with the launches, we introduce new solutions for companion animals and production animals.

For pets, we launched Beniv, a Buprenorphine-based injectable painkiller specially developed for application in dogs and cats. The product acts to control acute, moderate and mild pain by acting on the animal's central nervous system, inhibiting the pain stimulus emitted by the brain. Its innovative composition ensures better analgesia than other opioids, fewer side effects, and more safety and effectiveness.

In production animals, we launched in October a new line with six natural additives for swine and poultry, with exclusive formulations for the domestic market. This line is fully connected to the concept of unique health, and is an effective alternative that contributes to reducing the use of antimicrobials as performance enhancers, providing health and well-being to production animals. King Gox, Toyocerin Mono, Butilac, Vegacid+, Thynofac, Vegabutyrin 600.





At the end of September, as disclosed in the Material Fact, we announced the acquisition of equity interest by the Japanese conglomerate Mitsui, which now holds 29% of Ourofino's capital. This new partner has diverse investments around the world, covering trade, investment and services, with 129 offices in over 60 countries, and more than US\$ 110 billion in assets under management. We are very excited about the transaction, as it brings the possibility for Ourofino to access new molecules, business partnerships and new markets via Mitsui's ecosystem of investees and relationships.

We will continue to execute our planning consistently, working to capture synergies with the new partner, growing with profitability, launching new products and expanding our operations in all segments. We ended 9M22 very strongly, and we will continue to be attentive to 4Q22 challenges, maintaining the strong pace for closing the year and for Ourofino's sustainable growth.

Kleber Gomes CEO Marcelo da Silva Chief Financial Officer and Investor Relations Officer

# Earnings Release 3Q22 and 9M22

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## | FINANCIAL PERFORMANCE

| R\$ Million                            | 3Q21    | 3Q22    | Var %    | 9M21    | 9M22    | Var %     |
|--|---------|---------|----------|---------|---------|-----------|
|  |         |         |          |         |         |           |
| Net revenue                            | 234.8   | 280.7   | 19.5%    | 634.6   | 718.3   | 13.2%     |
| Cost of goods sold                     | (113.0) | (134.0) | 18.6%    | (313.7) | (355.2) | 13.2%     |
| Gross profit                           | 121.8   | 146.7   | 20.4%    | 320.9   | 363.2   | 13.2%     |
| (gross margin)                         | 51.9%   | 52.3%   | 0.4 p.p. | 50.6%   | 50.6%   | 0.0 p.p.  |
| Selling, general and admin. expenses * | (64.1)  | (71.7)  | 11.9%    | (180.3) | (200.2) | 11.1%     |
| Expenses on research and innovation    | (15.3)  | (18.2)  | 19.0%    | (40.7)  | (49.2)  | 20.9%     |
| Operating profit                       | 42.4    | 56.8    | 33.8%    | 100.0   | 113.8   | 13.8%     |
| (operating margin)                     | 18.1%   | 20.2%   | 2.1 p.p. | 15.8%   | 15.8%   | 0.0 p.p.  |
| Net financial result                   | (2.4)   | (6.5)   | 174.3%   | (10.6)  | (20.7)  | 96.6%     |
| Income tax and social contribution*    | (4.5)   | (5.8)   | 28.5%    | (15.1)  | (10.4)  | -30.9%    |
| Adjusted net income                    | 35.5    | 44.5    | 25.1%    | 74.2    | 82.6    | 11.3%     |
| (adjusted profit margin)               | 15.1%   | 15.8%   | 0.7 p.p. | 11.7%   | 11.5%   | -0.2 p.p. |
| Adjusted EBITDA **                     | 49.9    | 65.0    | 30.3%    | 125.8   | 137.5   | 9.3%      |
| (Adjusted EBITDA margin)               | 21.2%   | 23.2%   | 2.0 p.p. | 19.8%   | 19.1%   | -0.7 p.p. |

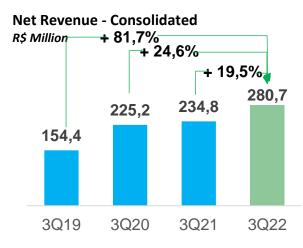
(\*) In 9M21, excluding non-recurring expenses with renovation of the corporate building, extemporaneous credits from previous years and M&A expenses. In 9M22 excluding: (i) recovery of M&A expenses; (ii) expenses with the merger of subsidiary OF Pet, (iii) gain from tax proceedings from previous periods and (iv) extemporaneous credits from previous years. Including respective tax effects in both periods reported.

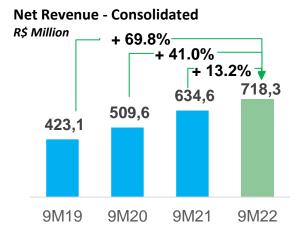
(\*\*) Also excluding in 9M21 expenses related to intangible asset projects.

## | CONSOLIDATED NET REVENUE AND GROSS PROFIT

The Company's consolidated net revenue in 3Q22 amounted to R\$ 280.7 million, with 19.5% increase as compared to the same period of the previous year. Gross margin in 3Q22 was 52.3%, with 0.4 p.p. increase as compared to 3Q21.

In 9M22, net revenue showed 13.2% growth, reaching R\$ 718.3 million and 50.6% gross margin, in line with the same period of the previous year. This result reflects the pass-through of prices made in 1Q22 and the strategy of covering raw material inventories, avoiding supply disruptions, and which minimized the effects of exchange rate impacts on international operations and the increase in costs due to the global inflationary scenario.

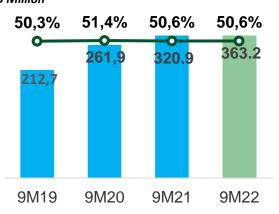




#### Gross Profit and Margin - Consolidated *R\$ Million*



# Gross Profit - Consolidated

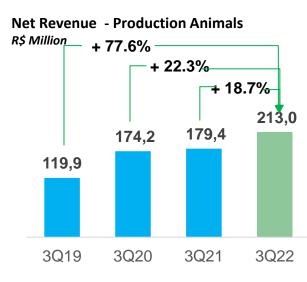


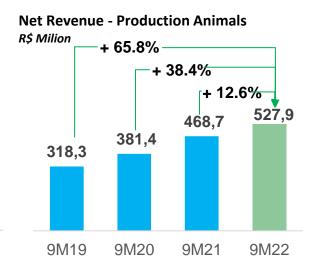


#### | **PRODUCTION ANIMALS**

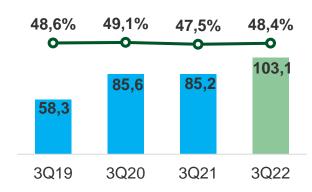
The business unit recorded net revenue at R\$ 213.0 million in 3Q22, with 18.7% growth as compared to the same period of the previous year. Gross margin in 3Q22 was 48.4%, representing 0.9 p.p. expansion as compared to 3Q21.

In 9M22, growth was 12.6% compared to 9M21, reaching the amount of R\$ 527.9 million. The sales growth with gross margin gains is a result of the strategy of pass-through of prices adopted in 1Q22 and the revenue gains in the antimicrobial lines, with the launch of Tulaxx, in endectocides and foot-and-mouth disease vaccine.

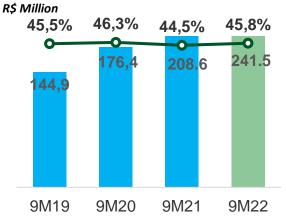




#### Gross Profit - Production Animals *R\$ Milion*



## **Gross Profit - Production Animals**



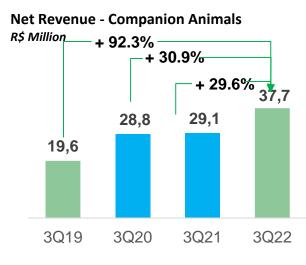


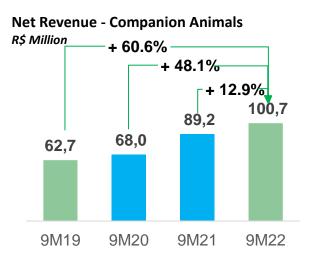
#### | COMPANION ANIMALS

The business unit recorded net revenue at R\$ 37.7 million in 3Q22, up 29.6% compared to 3Q21. Gross margin in 3Q22 was 66.9%, representing a -2.2 p.p. drop as compared to 3Q21.

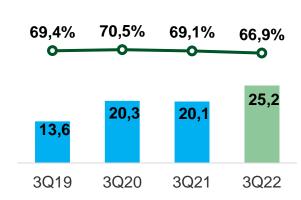
In 9M22, net revenue recorded 12.9% growth, amounting to R\$ 100.7 million, with 68.9% gross margin, a -1.3% decline compared to the same period in 2021 due to the impact of a less favorable mix.

As discussed in previous quarters, the return of on-site activities and the return of household behavior to prepandemic patterns has increased the consumption of goods that compete with pet products in their baskets. We remain confident in our positioning, in our access and distribution strategy, and especially in our close relationship with veterinarians and owners to bring the best solutions for pets.

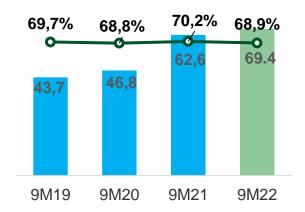




#### Gross Profit - Companion Animals R\$ Million



#### Gross Profit - Companion Animals *R\$ Million*



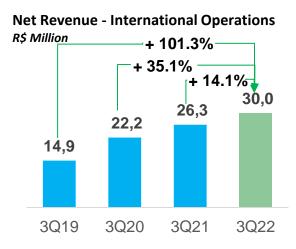


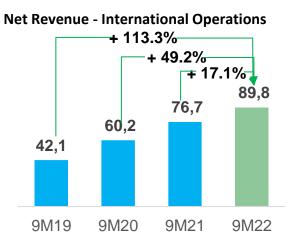
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## **INTERNATIONAL OPERATIONS**

The business unit recorded net revenue at R\$ 30.0 million in 3Q22, up 14.1% compared to 3Q21. Gross margin in 3Q22 was 61.6%, with -1.1 p.p. drop as compared to 3Q21.

In 9M22, net revenue grew 17.1%. Our subsidiary in Mexico recorded above-the production animal market growth in local currency, which showed a retraction in the first six months of the year. In Colombia, we continue with a strong growth pace both in volume and prices, despite the more challenging local macro scenario that has been emerging and which may interfere with future results. In sales to other countries, we recorded robust growth in Paraguay, Bolivia, Uruguay and countries in Central America and Africa, with the anticipation of part of the revenues forecast for 4Q22. Gross margin was negatively impacted by -6.6 p.p. mainly as a result of the high exchange rate volatility.





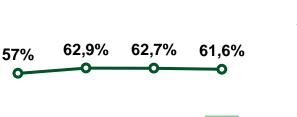
#### Gross Profit - International Operations R\$ Million

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3Q20

8.5

3Q19



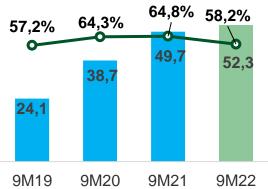
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3Q21

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#### Gross Profit - International Operations R\$ Million



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#### SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

| R\$ Million   | 3Q21   | 3Q22   | Var %    | 9M21    | 9M22    | Var %    |
|---|--------|--------|----------|---------|---------|----------|
| Selling, general and administrative expenses and others | (64.1) | (71.7) | 11.9%    | (180.3) | (200.2) | 11.1%    |
| Percentages on net revenue                              | -27.3% | -25.6% | 1.7 p.p. | -28.4%  | -27.9%  | 0.5 p.p. |

Selling, general and administrative expenses recorded a percentage decline of 1.7 p.p. compared to 3Q21, and in 9M22 we had a 0.5 p.p. decrease, as a result of increased dilution of expenses in view of the increase in our revenues.

The expense growth below the revenue growth reflects the management efforts, which even in a scenario of inflationary pressure, has sought the continuous improvement of administrative processes and the implementation of productivity and operational efficiency initiatives.

### | RESEARCH AND DEVELOPMENT EXPENSES

| R\$ Million  | 3Q21   | 3Q22   | Var %    | 9M21   | 9M22   | Var %     |
|--|--------|--------|----------|--------|--------|-----------|
| Expenses on research and innovation and portfolio management | (15.3) | (18.2) | 19.0%    | (40.7) | (49.2) | 20.9%     |
| Percentages on net revenue                                   | -6.5%  | -6.5%  | 0.0 p.p. | -6.4%  | -6.8%  | -0.4 p.p. |

We invested R\$ 57.3 million in research and development in 9M22 (chart on page 16), of which R\$ 49.2 million allocated to expenses and reflecting the development stage of projects as well as the associated innovation level, in line with our strategic planning for launches and new partnerships, aimed to provide increased future revenues to the Company.

The investments made, added to the open innovation strategy, allowed us to launch, by 9M22, 14 products, 7 for production animals and 7 for companion animals, as shown below:

#### **Production animals**

- Tulaxx

- Nutrition line for pigs and poultry: King Gox, Toyocerin Mono, Butilac, Vegacid+, Thynofac, Vegabutyrin 600

#### **Companion animals**

- Beniv
- Supplements line for Pets: Kardio, Longil, Plenipil, Plenipil Snaks, Revibem and Seren Snacks

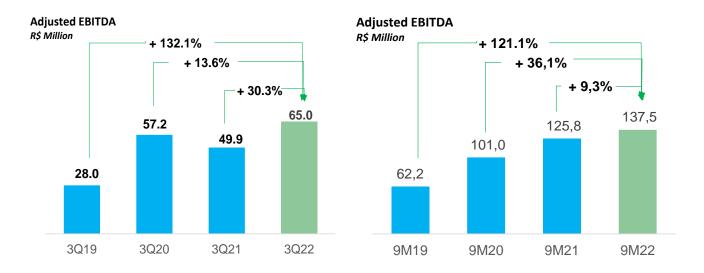


### **| EBITDA AND EBITDA MARGIN**

| R\$ Million                             | 3Q21  | 3Q22  | Var %    | 9M21  | 9M22  | Var %     |
|---|-------|-------|----------|-------|-------|-----------|
| Adjusted profit                         | 35.5  | 44.5  | 25.1%    | 74.2  | 82.6  | 11.3%     |
| (+) Non-recurring results*              | (0.8) | 0.3   | N/A      | 2.0   | 1.7   | -15.7%    |
| Profit for the period                   | 34.8  | 44.8  | 28.8%    | 76.2  | 84.3  | 10.6%     |
| (+) Net financial result                | 2.4   | 6.5   | 174.3%   | 10.6  | 20.7  | 96.6%     |
| (+) Income tax and social contribution* | 4.1   | 6.0   | 44.9%    | 16.1  | 11.3  | -29.7%    |
| (*) Depreciation and amortization       | 7.3   | 8.3   | 13.1%    | 20.1  | 23.7  | 17.4%     |
| EBITDA                                  | 48.6  | 65.5  | 34.9%    | 123.1 | 140.1 | 13.8%     |
| (+) Non-recurring effects (*)           | 1.2   | (0.5) | N/A      | (2.9) | (2.6) | -11.4%    |
| (+) Others**                            | 0.2   |       | N/A      | 5.7   |       | N/A       |
| Adjusted EBITDA                         | 49.9  | 65.0  | 30.3%    | 125.8 | 137.5 | 9.2%      |
| Net sales revenue                       | 234.8 | 280.7 | 19.5%    | 634.6 | 718.3 | 13.2%     |
| EBITDA margin                           | 20.7% | 23.3% | 2.6 p.p. | 19.5% | 19.5% | 0.0 p.p.  |
| Adjusted EBITDA margin %                | 21.3% | 23.2% | 1.9 p.p. | 19.8% | 19.1% | -0.7 p.p. |

(\*) In 9M21, excluding non-recurring expenses with renovation of the corporate building, extemporaneous credits from previous years and M&A expenses. In 9M22 excluding: (i) recovery of M&A expenses; (ii) expenses with the merger of subsidiary OF Pet, (iii) gain from tax proceedings from previous periods and (iv) extemporaneous credits from previous years. Including respective tax effects in both periods reported.

(\*\*) Also excluding in 9M21 expenses related to intangible asset projects.



Adjusted EBITDA in 3Q22 reached R\$ 65.0 million, with 30.3% increase as compared to 3Q21. The revenue growth and an increased dilution of our SG&A has enabled us to evolve our EBITDA. In 9M22, Adjusted EBITDA recorded 9.3% growth as compared to 9M21, with 19.1% margin.



## | FINANCIAL RESULT

| R\$ Million          | 3Q21  | 3Q22  | Var %  | 9M21   | 9M22   | Var % |
|----------------------|-------|-------|--------|--------|--------|-------|
| Net financial result | (2.4) | (6.5) | 174.3% | (10.6) | (20.7) | 96.6% |

Net financial result in 9M22 recorded 96.6% growth as compared to 9M21, reaching R\$ 20.7 million. The main factor is the increase in interest expenses on financial loans, due to the increase in SELIC/CDI and TJLP rates. Despite the nominal increase in financial expenses, the company ended the -month period with an average accumulated debt cost of 10.07% p.a. versus an average Selic rate of 12.02% p.a. (Source: Bacen/SGS SELIC accumulated in the month annualized base 252 Bacen - 4189).

### INCOME TAX AND SOCIAL CONTRIBUTION

| R\$ Million                        | 3Q21   | 3Q22   | Var %     | 9M21   | 9M22   | Var %    |
|------------------------------------|--------|--------|-----------|--------|--------|----------|
| Income tax and social contribution | (4.5)  | (5.8)  | 28.5%     | (15.1) | (10.4) | -30.9%   |
| % on profit before IT and SC       | -11.3% | -11.6% | -0.3 p.p. | -16.9% | -11.2% | 5.7 p.p. |

Income tax and social contribution in 9M22 reached R\$ 10.4 million, compared to R\$ 15.1 million in 9M21 It should be noted that the calculation of income tax and social contribution is performed on tax bases that temporarily differ from the accounting result.

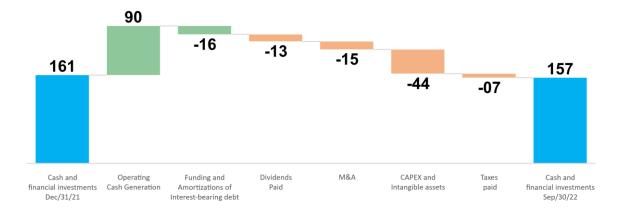
## ADJUSTED NET INCOME

| R\$ Million         | 3Q21  | 3Q22  | Var %    | 9M21  | 9M22  | Var %     |
|---------------------|-------|-------|----------|-------|-------|-----------|
| Adjusted net income | 35.5  | 44.5  | 25.1%    | 74.2  | 82.6  | 11.3%     |
| margin              | 15.1% | 15.8% | 0.7 p.p. | 11.7% | 11.5% | -0.2 p.p. |

Adjusted net income in 9M22 amounted to R\$ 82.6 million, growing 11.3% versus the same period in 2022. This is a result of revenue growth, dilution of general and administrative expenses that partially absorbed the negative impact of the financial result due to the increase in SELIC/CDI and TJLP rates.



# **| CASH POSITION**



Operating cash generation amounted to R\$ 89.9 million in 9M22. This result is mainly impacted by the strategy of raw material inventory coverage, keeping a higher level than in previous periods to mitigate the risks of stockouts and logistical challenges. We had M&A-related expenses with R\$ 14.5 million impact in our cash and, in CAPEX/Intangible we had the company's investments in R&D and maintenance CAPEX in a total amount of R\$ 44.3 million. In funding and amortization, it was decided to settle debt installments indexed to CDI during 3Q22 with no rollovers. Thus, this item totaled the amount of R\$ -15.7 million net in 9M22.

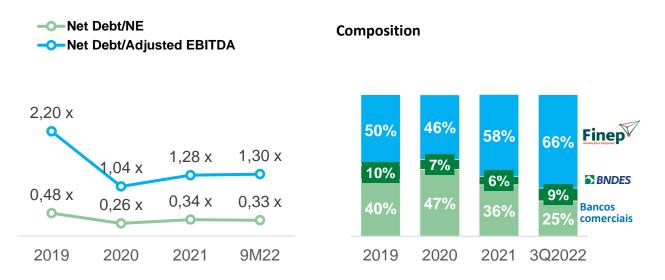


## **INDEBTEDNESS**

| In R\$ million   | 9M21    | 9M22    |
|--|---------|---------|
| Current  | 84.9    | 85.0    |
| Non-current  | 239.0   | 311.1   |
| Gross Debt   | 323.9   | 396.1   |
| (-) Cash and cash equivalents and short-term investments     | (183.2) | (156.5) |
| Net Debt   | 140.7   | 239.5   |
| Weighted cost of debt (per year) <sup>1</sup>                | 5.89%   | 10.07%  |
| LTM net debt/adjusted annual EBITDA                          | 0.84 x  | 1.30 x  |
| 1Not dobt with bonks considering bonk issued guarantee costs |         |         |

<sup>1</sup>Net debt with banks considering bank-issued guarantee costs.

The level of financial leverage was 1.30x Adjusted EBITDA. The debt profile remains well-suited to the Company's long-term investment characteristics, with 79% of the debt in the long term and 44% of gross debt with maturities above 5 years.



In addition, the average cost of debt until September 30, 2022 was 10.07% p.a., reflecting the SELIC rate level with an average of 12.02% p.a. during 2022 and this cost does not fully follow the hike in SELIC rate due to the company's indebtedness profile with approximately 75% of the volume mostly indexed to TJLP.



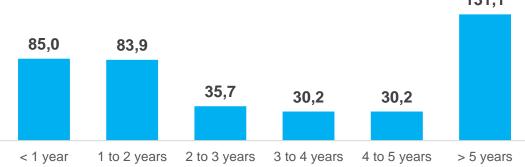
#### Aging (R\$ million)



Short-term



#### Banking debt aging R\$ Million



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# Earnings Release 3Q22 and 9M22 Image: Comparison of the second second

## **INVESTMENTS IN RESEARCH AND DEVELOPMENT**

In 9M22, 8,0% of net revenue was invested in R&D, amounting to R\$ 57,3 million. The 51.6% growth in the amount invested compared to 9M21 is in line with the Company's strategic planning of continuous investment in its product portfolio aimed at ensuring its future revenues and will remain so for the next periods. The graph below shows R&D total investments from 2019 to the third quarter of 2022. The launches mentioned in this document are the result of investments made in recent years and our strategy of open innovation and partnerships.



Research & Development Invesment *R\$ Million* 





## **INCOME STATEMENT - ADJUSTED**

| Statement of profit or loss (R\$ thousands)                 | 3Q21      | 3Q22      | 9M21      | 9M22      |
|---|-----------|-----------|-----------|-----------|
| Revenues  | 234,841   | 280,718   | 634,606   | 718,341   |
| Cost of sales   | (112,996) | (133,971) | (313,704) | (355,153) |
| Gross profit  | 121,845   | 146,747   | 320,902   | 363,188   |
| Selling Expenses  | (50,631)  | (57,085)  | (135,456) | (158,255) |
| Expenses on research and innovation                         | (15,317)  | (18,232)  | (40,682)  | (49,179)  |
| General and administrative expenses (*)                     | (13,399)  | (15,156)  | (38,055)  | (43,354)  |
| Other expenses, net (*)                                     | (67)      | 499       | (6,755)   | 1,397     |
| Operating profit  | 42,431    | 56,773    | 99,954    | 113,797   |
| Financial revenues  | 2,306     | 5,976     | 4,997     | 14,106    |
| Financial expenses  | (5,597)   | (11,915)  | (15,392)  | (31,204)  |
| Derivative financial instruments, net                       | -         | 87        | 1,962     | 87        |
| Foreign exchange variation, net                             | 925       | (637)     | (2,118)   | (3,735)   |
| Financial result  | (2,366)   | (6,489)   | (10,551)  | (20,746)  |
| Earnings before income tax and social contribution          | 40,065    | 50,284    | 89,403    | 93,051    |
| Current and deferred income tax and social contribution (*) | (4,527)   | (5,817)   | (15,114)  | (10,442)  |
| Net income for the period                                   | 35,538    | 44,467    | 74,289    | 82,609    |

(\*) Excluding non-recurring expenses and their respective tax effects.



## **INCOME STATEMENT - CORPORATE**

| Statement of profit or loss (R\$ thousands)             | 3Q21      | 3Q22      | 9M21      | 9M22      |
|---|-----------|-----------|-----------|-----------|
| Revenues  | 234,841   | 280,718   | 634,606   | 718,341   |
| Cost of sales   | (112,996) | (133,971) | (313,704) | (355,153) |
| Gross profit  | 121,845   | 146,747   | 320,902   | 363,188   |
| Selling Expenses  | (50,631)  | (57,085)  | (135,456) | (158,255) |
| Expenses on research and innovation                     | (15,317)  | (18,232)  | (40,682)  | (49,179)  |
| General and administrative expenses                     | (13,833)  | (15,368)  | (38,489)  | (43,733)  |
| Other expenses, net                                     | (801)     | 1,207     | (3,372)   | 4,390     |
| Operating profit  | 41,263    | 57,269    | 102,903   | 116,411   |
| Financial revenues                                      | 2,306     | 5,976     | 4,997     | 14,106    |
| Financial expenses                                      | (5,597)   | (11,915)  | (15,392)  | (31,204)  |
| Derivative financial instruments, net                   | -         | 87        | 1,962     | 87        |
| Foreign exchange variation, net                         | 925       | (637)     | (2,118)   | (3,735)   |
| Financial result  | (2,366)   | (6,489)   | (10,551)  | (20,746)  |
| Earnings before income tax and social contribution      | 38,897    | 50,780    | 92,352    | 95,665    |
| Current and deferred income tax and social contribution | (4,130)   | (5,986)   | (16,117)  | (11,331)  |
| Net income for the period                               | 34,767    | 44,794    | 76,235    | 84,334    |



## **| CASH FLOW STATEMENT**

| Demonstração do fluxo de caixa (R\$ milhares)            | 9M21     | 9M22    |
|--|----------|---------|
| Fluxos de caixa das atividades operacionais              |          |         |
| Lucro antes do imposto de renda e da contribuição social | 92.352   | 95.665  |
| Ajustes de:  |          |         |
| Ganhos com créditos esperados                            | (94)     | (33     |
| Provisão para perdas e baixas de estoques                | 8.150    | 6.20    |
| Provisão (reversão) de bonificações a clientes           | (979)    | 57      |
| Depreciação e amortização                                | 20.149   | 23.66   |
| Provisão para impairment de ativo intangível             | 5.732    |         |
| Resultado nas baixas de imobilizado                      | (453)    | (2.294  |
| Resultado nas baixas de ativo intangível                 | 3        |         |
| Variações monetárias, cambiais e juros, líquidos         | 15.451   | 27.27   |
| Instrumentos financeiros derivativos                     | (1.962)  | (87     |
| Provisão (reversão) de riscos                            | (1.626)  | 14      |
| Incentivo de longo prazo                                 | 376      | 3.26    |
| Ajuste a valor presente                                  | -        | 66      |
| Variação no capital circulante                           |          |         |
| Contas a receber de clientes                             | 9.243    | (6.758  |
| Estoques   | (80.140) | (89.151 |
| Tributos a recuperar                                     | 4.286    | 11.14   |
| Outros ativos  | (2.112)  | 1.30    |
| Fornecedores   | 29.698   | 20.41   |
| Tributos a recolher                                      | 476      | (8.841  |
| Outros passivos  | 1.232    | 6.73    |
| Caixa gerado pelas operações                             | 99.782   |         |
| Juros pagos  | (13.871) | (26.649 |
| Imposto de renda e contribuição social pagos             | (15.554) | (7.367  |
| Caixa líquido gerado pelas atividades operacionais       | 70.357   | 55.87   |



# | CASH FLOW STATEMENT (2/2)

| Cash Flow Statement (R\$ thousands)                      | 9M21     | 9M22     |
|--|----------|----------|
| Cash flows from investing activities                     |          |          |
| Companies' acquisition, net of acquired cash             |          | (14,532) |
| Investment in intangible assets                          | (6,987)  | (11,413) |
| Purchase of property, plant and equipment                | (36,771) | (36,992  |
| Proceeds from sale of property, plant and equipment      | 2,167    | 4,123    |
| Net cash used in investing activities                    | (41,591) | (58,814) |
| Cash flows from financing activities                     |          |          |
| New loans and financing                                  | 9,000    | 81,104   |
| Repayments of loan and financing                         | (80,300) | (69,419) |
| Lease payments   | (416)    | (1,388)  |
| Purchase of treasury shares                              | (1,208)  |          |
| Payment of dividends and interest on equity              | (21,309) | (12,768) |
| Realized derivative financial instruments                | 4,260    | 99       |
| Net cash used in financing activities                    | (89,973) | (2,372)  |
| Decrease in cash and cash equivalents, net               | (61,207) | (5,313)  |
| Cash and cash equivalents at the beginning of the period | 225,575  | 161,254  |
| Foreign exchange gains on cash and cash equivalents      | 232      | 596      |
| Cash and cash equivalents at the end of the period       | 164,600  | 156,537  |



#### **BALANCE SHEET – ASSETS**

| Balanço Patrimonial (R\$ milhares)                 | 31/12/2021 | 30/09/2022 |
|--|------------|------------|
| Ativo  |            |            |
| Ativo Circulante                                   | 729.711    | 812.130    |
| Caixa e equivalentes de caixa                      | 161.254    | 156.537    |
| Contas a receber de clientes                       | 245.292    | 251.537    |
| Estoques   | 270.119    | 351.298    |
| Tributos a recuperar                               | 33.836     | 36.727     |
| Imposto de renda e contribuição social a recuperar | 7.216      | 5.845      |
| Partes relacionadas                                | 726        | 459        |
| Outros ativos                                      | 11.268     | 9.727      |
| Ativo Não circulante                               | 462.932    | 496.226    |
| Realizável a longo prazo                           | 77.246     | 59.060     |
| Tributos a recuperar                               | 38.420     | 21.127     |
| Imposto de renda e contribuição social diferidos   | 35.350     | 35.286     |
| Estoques   | 1.730      | 634        |
| Outros ativos                                      | 1.746      | 2.013      |
| Permanente   | 385.686    | 437.166    |
| Imobilizado  | 314.045    | 333.780    |
| Intangível   | 71.641     | 103.386    |
| Total do ativo                                     | 1.192.643  | 1.308.356  |



## **BALANCE SHEET - LIABILITIES AND NET EQUITY**

| Balanço Patrimonial (R\$ milhares)             | 31/12/2021 | 30/09/2022 |
|--|------------|------------|
| Passivo e patrimônio líquido                   |            |            |
| Passivo Circulante                             | 245.643    | 253.510    |
| Fornecedores                                   | 69.941     | 90.335     |
| Instrumentos financeiros derivativos           |            | 12         |
| Empréstimos e financiamentos                   | 85.045     | 86.439     |
| Salários e encargos sociais                    | 43.652     | 48.023     |
| Tributos a recolher                            | 15.400     | 4.343      |
| Imposto de renda e contribuição social a pagar | 4.857      | 7.179      |
| Dividendos e juros sobre o capital próprio     | 12.768     | -          |
| Partes relacionadas                            | 175        | 154        |
| Comissões sobre as vendas                      | 5.353      | 6.067      |
| Outros passivos                                | 8.452      | 10.958     |
| Passivo Não circulante                         | 305.528    | 328.767    |
| Empréstimos e financiamentos                   | 297.330    | 309.645    |
| Provisão para riscos                           | 4.779      | 5.767      |
| Obrigações por aquisição de investimento       |            | 8.784      |
| Outros passivos                                | 3.419      | 4.571      |
| Total do passivo                               | 551.171    | 582.277    |
| Total Patrimônio líquido                       | 641.445    | 726.058    |
| Participação dos não controladores             | 27         | 21         |
| Total do passivo e do patrimônio líquido       | 1.192.643  | 1.308.356  |

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