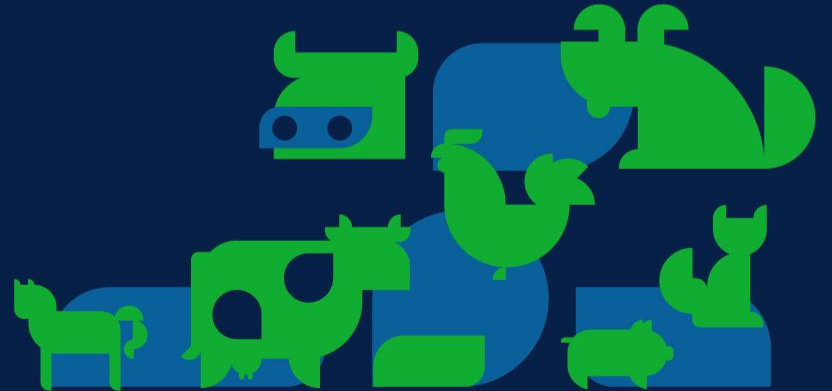


# Ourofino

## Institutional Presentation



# Modules

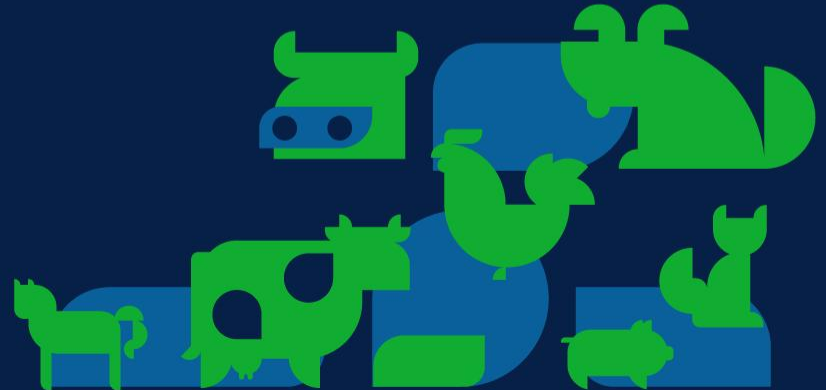
## Tips for using this file

- This presentation is organized into modules. Use them according to your presentation needs and audience.
- Consider each module independently and feel free to change the order as needed.
- Have questions about any topic? **Contact the Communications team.**

# Our Purpose

## Reimagining Animal Health

We develop products and services to help feed the world and increase the longevity of companion animals.

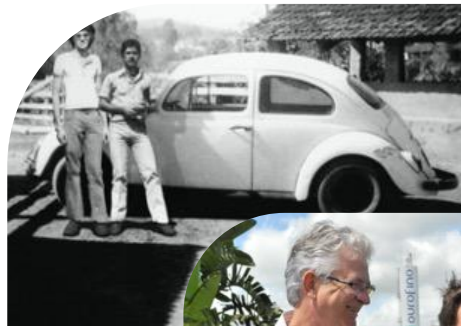


One of the largest Brazilian-  
origin veterinary  
pharmaceutical companies



# History

Since the beginning, we have built our own sales force. Partnership is part of our DNA, and we operate with a customer-focused mindset.



1987 1997 2000 2005 2007 2018 2020 2022 2025 2026

*The beginning of endless possibilities!*

*Start of international operations*

*Entry into the pet market*

*Operations established at our headquarters in Cravinhos, São Paulo (Brasil)*

*Launch of the biologicals program and hormonal therapeutic products program*

*Biological medicines manufacturing facility*

*Redefinition of our culture and values*

*Mitsui acquires a 29% stake in Ouro Fino Saúde Animal Participações*

*FINEP National Innovation Award in the Sustainable Agribusiness Value Chains category*

*Launch of our institutional campaign with the slogan "In Good Hands"*

# Proud to be Ourofino



Ourofino - Empreendedor Master do Ano 2004.

ERNST & YOUNG



Animal Health  
Award Winner 2021

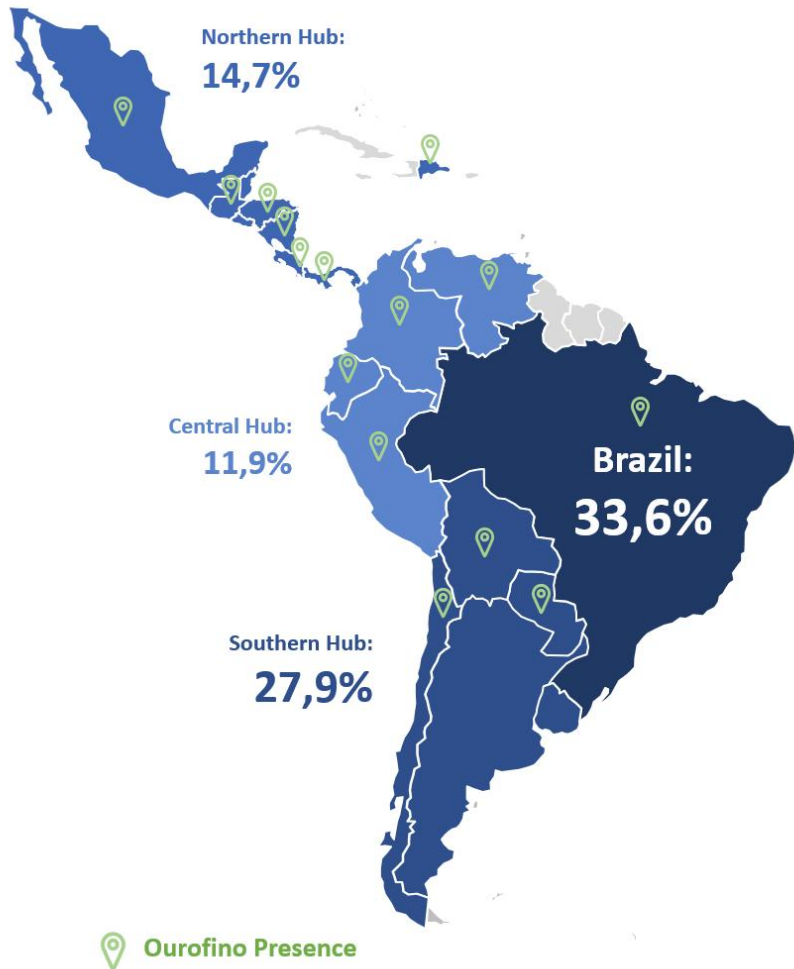


# Market

## We operate in the leading Latin American markets

In addition, we export to other countries through distribution channels.

Latin American Animal Health Market (2025)



# Market

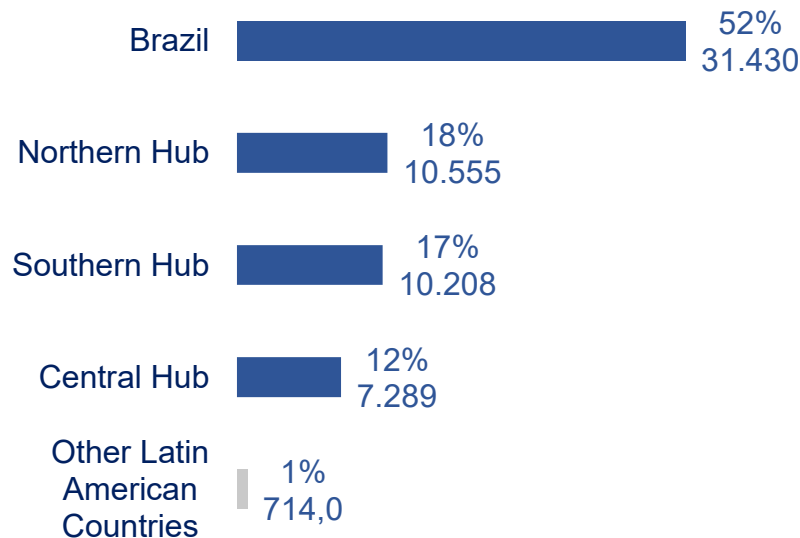
We have our own sales operations in **Mexico, Colombia, and Brazil**, which are among the most significant markets in the **Latin American animal protein value chain**.

# 17%

Of global animal protein production is located in Latin America.

We are present in the most relevant countries within Latin America's meat production value chain.

Protein Production (Thousand Metric Tons)



# Market

## Animal Protein

**Brazil**

One of the world's leading agribusiness powers.



Reached the position of the **world's largest beef producer in 2025.**



**3rd largest poultry meat producer** in the world.



**3rd largest pork exporter** in 2025.



**Largest milk producer** in **Latin America** and **3rd largest** in the world.

# Market

## Animal Protein

### North Hub



**Mexico** is the **2nd largest producer of poultry and pork** in Latin America

**Mexico** is the **3rd largest producer** and the **5th largest exporter of beef** in Latin America

### Hub Central



**Colombia** is the **4th largest producer of: Pork, poultry, and beef** in Latin America.

### Hub Sul



**Paraguay** is the **5th largest producer** and the **4th largest exporter of beef** in Latin America.

**Chile** is the **2nd largest exporter of pork** in Latin America.

**Chile** is the **2nd largest exporter of poultry** in Latin America.

# Market

## Companion Animals

- **3rd largest pet market in the world;**
- More pets in Brazilian households;
- Pet humanization;
- Focus on health and well-being;
- Longevity driving increased care for senior pets;
- Product innovation;
- Pets as family members;
- Brazil is the 3rd largest pet market in the world.



# Our Industrial Campus

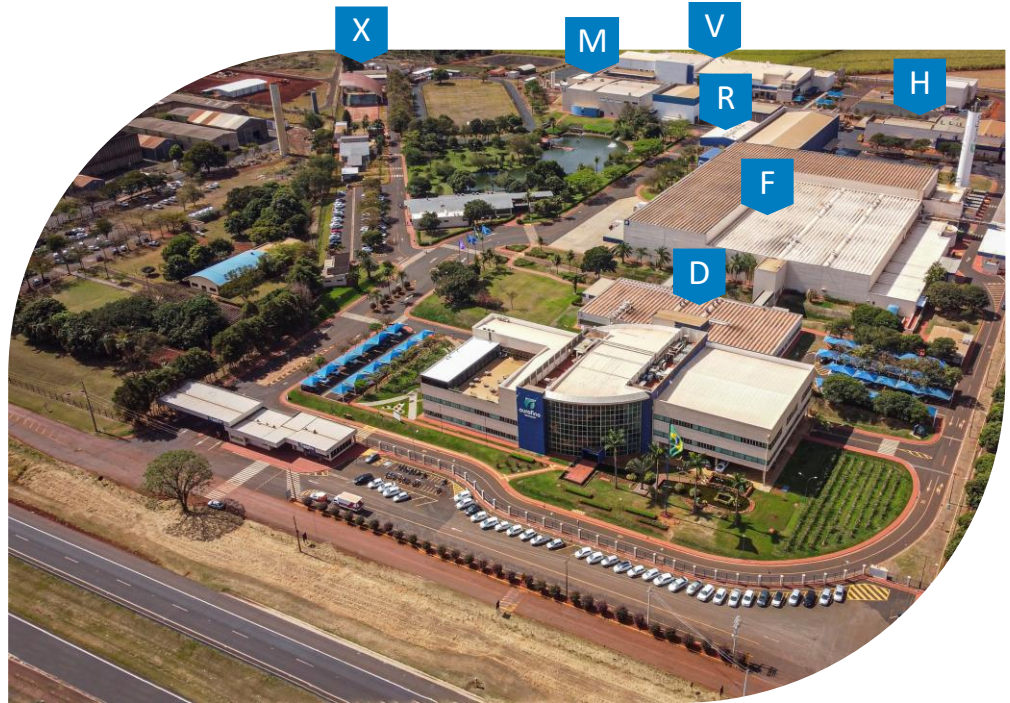
Modern infrastructure for manufacturing:

- Medicines
- Animal health products
- Reproductive products
- Vaccines



# Our Industrial Campus

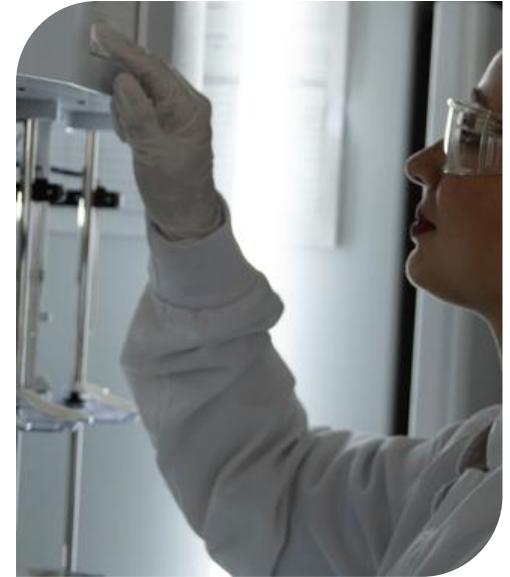
- D – Laboratories
- F – Pharmaceuticals
- H – Animal Health Products
- M – Biologicals
- R – Hormones
- X – Biotechnology
- V – Recombinant and Traditional Vaccines



# Our Industrial Campus

## The best of Latin America

- Certification by MAPA;
- High-performance technological infrastructure;
- Laboratories equipped with HPLCs, UPLC/MS, and DSC;
- Processes aligned with Good Manufacturing Practices (GMP);
- Integrated production management through ERP and ASP;
- 24-hour automated operation.



# Our Industrial Campus

## Biosafety Levels in Biologicals:

- Level 4 – **MAPA**  
The highest level for veterinary applications
- Level 2 – **CTNBio**  
AT the recombinant vaccines facility



# Our Industrial Campus

## Veterinary Research Center

Guatapar - SP (Brazil)



# Research and Development

- R&D investments equivalent to an average of **8% of net revenue**;
- Multidisciplinary team composed of PhDs, **doctoral researchers**, **master's degree holders**, and **specialized technicians**.



# R&D

## Future Vision for R&D

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



# Growth Drivers

## Future vision

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



# Businesses

## Structure



**Cattle and  
Equine**



**Poultry and  
Swine**



**Companion  
Animals**



**International  
Operations**

# Businesses

## Leading Brands



# Business unity

## Cattle and Equine



- Approximately 4k clients served by our sales representatives and commercial consultants
- 7k farms supported by technical consultants
- Approximately 180 field professionals
- 64 products and 95 SKUs

# Business unity

## Cattle and Equine



Ectoparasiticides



Endoparasiticides



Behavior  
Modulator



Biologicals, fortifiers,  
and sanitizing products



Therapeutics



Endectocides



Reproduction Line



Silage Covers and  
Inoculants



Hydrating  
Products

# Business unity

## Companion Animals



- 35 distributors;
- More than 40 thousand points of sale reached;
- Direct sales to leading pet retail players: Petz, Cobasi, Petlove, Petcamp, and American Pet;
- Team composed of 60 direct employees and more than 450 indirect collaborators;
- Portfolio with 101 SKUs

# Business unity

## Companion Animals



Pet Care



Endoparasiticides



Ectoparasiticides



Endectocides



Supplement Line



Antimicrobials



Dermatology  
Line



Dermatological  
Maintenance  
Line



Anti-inflammatory  
And Analgesic  
Line



Otology  
Products



Diagnostics  
Line

# Business unity

## Poultry and Swine

- Approximately 200 clients served;
- Team composed of 15 field professionals;
- Portfolio with 27 products.



# Unidade de negócio

## Aves e suínos



Additives



Anticocccidials



Biologicals



Disinfectants



Ectoparasiticides



Immunocastration



Anti-inflammatories



Antimicrobials



Fortifiers



Hormonal  
Products



Behavior Modulators

# Business unity

## International Operations



- Presence in 15 countries, including 12 in Latin America;
- Network of 19 international distributors;
- Team of 4 representatives responsible for country management and support for distributors' sales teams;
- 6 thousand clients served indirectly through distributors;
- Portfolio with 291 SKUs.

# Business unity

## International Operations | Mexico



- 6.5 thousand clients served indirectly through distributors;
- 78 direct clients across distributors and resellers;
- Demand-side clients: 700 pharmacies and agri-service stores, 1.5 thousand farms, and 200 veterinarians;
- Portfolio with 45 SKUs.

# Business unity

## International Operations | Mexico



Anti-inflammatories



Ectoparasiticides



Endoparasiticide



Fortifiers



Endectocides



Reproduction



Therapeutics

# Business unity

## Companion Animals | Mexico

- 24 distributors;
- 2.6 thousand points of sale reached;
- Team composed of 3 consultants;
- Portfolio with 42 SKUs.



# Business unity



## International operations | Colombia

- 5 thousand clients served indirectly through distributors;
- 380 direct clients across resellers, distributors, and end customers;
- Demand-side clients: 500 pharmacies and agri-service stores, 1.2 thousand farms, and 170 veterinarians;
- Team composed of 38 professionals;
- Portfolio with 84 SKUs.

# Business unity

## International operations | Colombia



Ectoparasiticides



Supplements



Vaccines



Biologicals, fortifiers,  
and vitamins



Endectocides



Reproduction



Therapeutics

# Business unity

## Companion Animals | Colombia



- 1 distributor;
- 3.5 thousand points of sale reached;
- Team composed of 2 consultants;
- Portfolio with 43 SKUs.

# ESG Commitment



# ESG

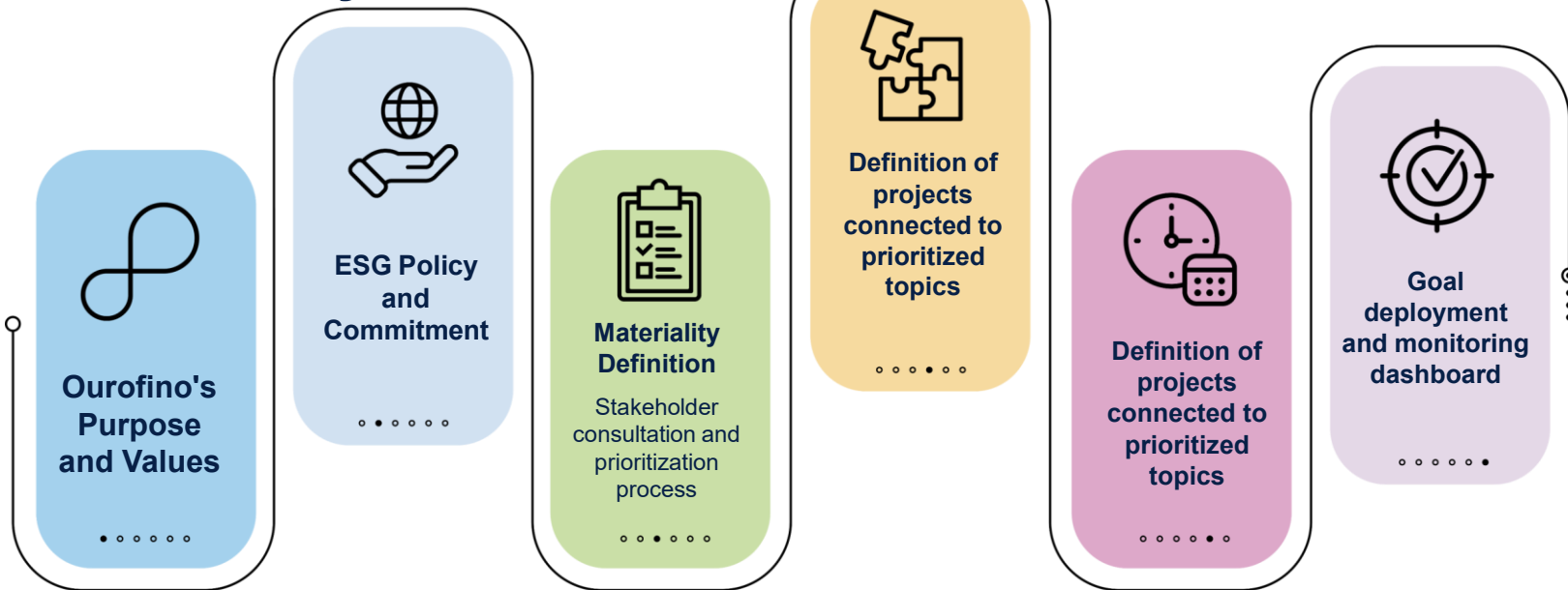
## Industry Trends

- Biologicals
- Biotechnology
- Animal Welfare
- Early Diagnosis
- Livestock 5.0
- Companion Animal Humanization



# ESG

## ESG Journey



# ESG

## Materiality



## Six prioritized topics

# ESG

## Our Material Topics

**1** Animal  
Welfare

**2** Climate  
Change

**3** Innovation  
and Research

**4** Supply Chain  
Management

**5** People Well-  
being and  
Appreciation

**6** Food and  
Feed Safety

# ESG



# 1 Animal Welfare

Our animal welfare solutions and practices, including transportation and handling throughout the value chain and their use in testing.

## Strategic Pillar

Research, Development and Innovation.

# ESG



# 1 Animal Welfare



Animal Welfare Seal



Safesui Mycoplasma Vaccine



Good Practices Program for Animal Welfare on Farms



Animal Use Ethics Committee

# ESG



## 2 Climate Change

Nossas práticas de monitoramento e mitigação relacionadas ao combate às mudanças climáticas, incluindo o gerenciamento das principais emissões presentes em nosso escopo de atividades e cadeia de valor.

Também estão presentes neste tema material, o gerenciamento e práticas da Companhia relativas à gestão de efluentes e resíduos, os quais possuem potencial de degradação ao meio e contribuição às mudanças climáticas.

### **Strategic Pillars**

Research, Development and Innovation  
Operational Efficiency

# ESG



## 2 Climate Change



Annual Greenhouse Gas Inventory  
Action plan for greenhouse gas mitigation



100% renewable energy certification at our Cravinhos site



Transition to cleaner fuels for selected equipment and vehicles

# ESG



## 3 Innovation and Research

Our investments and practices related to innovation, research, and technology projects that generate innovative products and services, meeting the needs of the veterinary market and aligned with a continuous digital transformation process.

### Strategic Pillars

Research, Development and Innovation

Transactions and New Business

# ESG



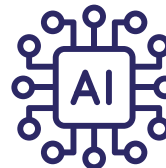
## 3 Innovation and Research



**Alternative *in vitro* methods**



**New methodological approaches**  
(used to replace, reduce, or refine the use of animals in research activities)

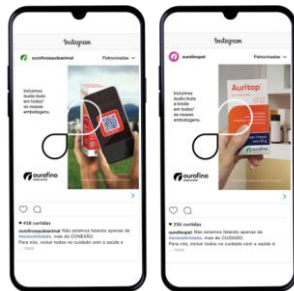


**Use of artificial intelligence**  
(search for new molecules – *in silico* and development of new solutions – Zenit)

# ESG



## 3 Innovation and Research



Packaging with audio leaflet and Braille



Sustainable packaging

# ESG



## 4 Supply Chain Management

Our supplier management practices, including socio-environmental criteria and considerations in procurement and supplier qualification processes, as well as our policy for expanding and diversifying partners responsible for supplying inputs.

**Strategic Pillar**  
Operational Efficiency

# ESG



## 4 Supply Chain Management



### Fornecedor de Ouro Program

2 awarded quantitative categories and 2 qualitative categories (Sustainability and Innovation).



### Neoway

Digital platform used for client and supplier due diligence (integrity and/or compliance risk assessment). For international suppliers, a background check process related to negative media is conducted.

# ESG



## 5 People Well-being and Appreciation

Our practices adopted to ensure work-life balance, including well-being and workplace conditions, positive labor relations, career development and talent retention, compensation and benefits aligned with the role and market, and flexible working arrangements.

This material topic also includes actions and strategies aimed at strengthening relationships with local communities, recognizing their potential and directing investments toward social responsibility projects.

### Strategic Pillar

Governance and Organization

# ESG



# 5 People Well-being and Appreciation

Climate and Culture Connection



**Full Life Emotional Well-being Gym**



**iUse In Lab Professional Development**



**Well-being**



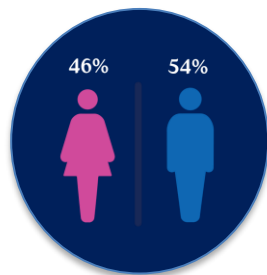
**Family Day**

# ESG



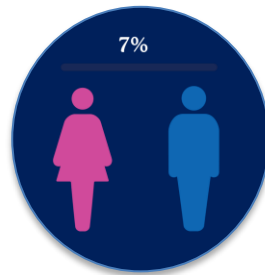
## 5 People Well-being and Appreciation

Diversity and Inclusion



**Equidad de género**

Alta dirección



**Equidad salarial**

Brecha salarial justificable:  
desempeño de diferentes funciones  
y distintos niveles de experiencia.

# ESG



## 5 People Well-being and Appreciation

### Volunteer Program



**Project the Future**



**Winter Clothing Drive**



**Milk Donation Campaign**



**Blood Donation Campaign**

# ESG



## 6 Food and Feed Safety

Our actions related to the responsible use of antimicrobials and/or other chemical solutions/agents involved in the animal protein chain, as well as the practices developed to support food safety.

### Strategic Pillar

Research, desarrollo e innovación

# ESG



IHS Markit  
Animal Health  
Award Winner 2021

# 6 Food and Feed Safety

**Innovation and Research are connected to Food Safety**  
Reducción del uso de antimicrobianos y contaminantes



**Vaccines**

**Natural additives**

# ESG

## Governance



### Structure

Board of Directors, Fiscal Council, Occupational Health, Safety Committee



### Commitment to the UN Global Compact SDGs



### More Integrity Seal MAPA



### Policies and Code of Conduct

Anti-corruption, anti-bribery, conflict of interest, and related-party transactions



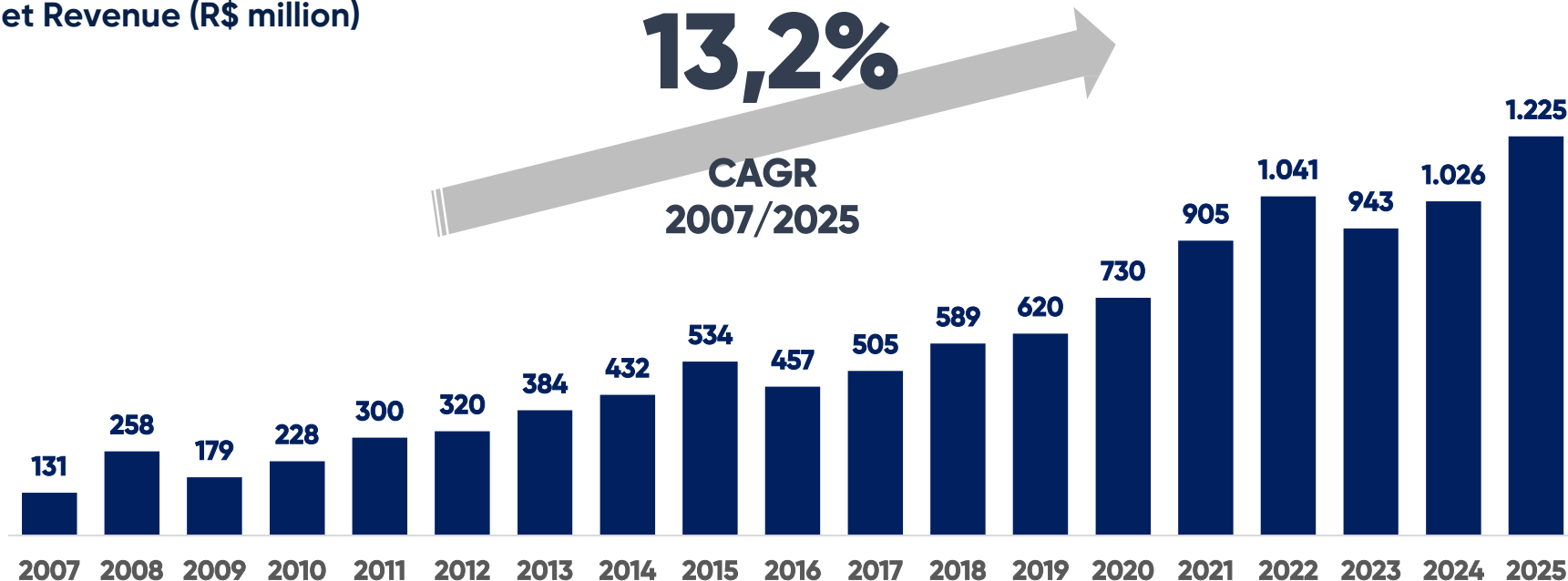
### Abrasca Award 2021

Best Sustainability Report

# Financial Results

## Ourofino Revenue History

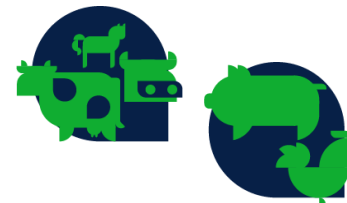
Net Revenue (R\$ million)



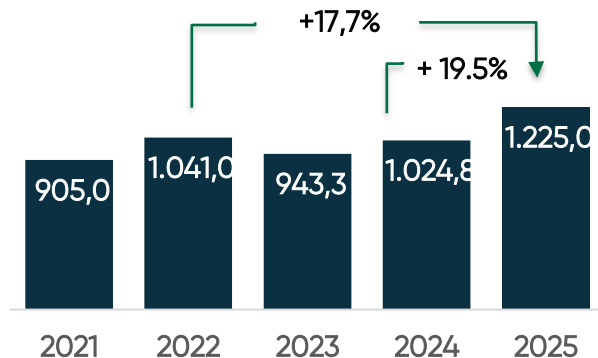
# Financial Results

## Net Revenue and Gross Profit

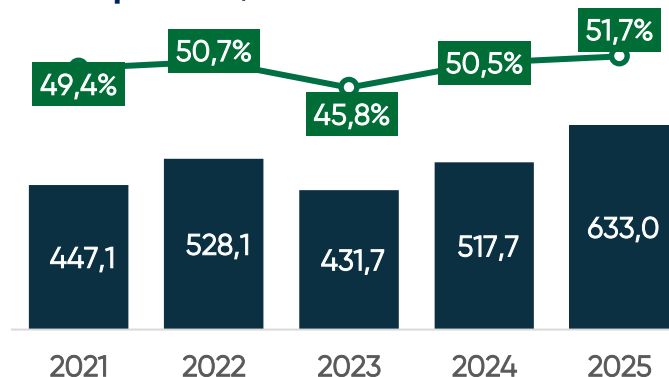
### Consolidated Results



Net revenue - R\$ million



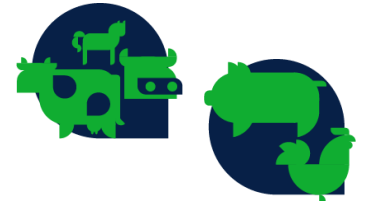
Gross profit - R\$ million



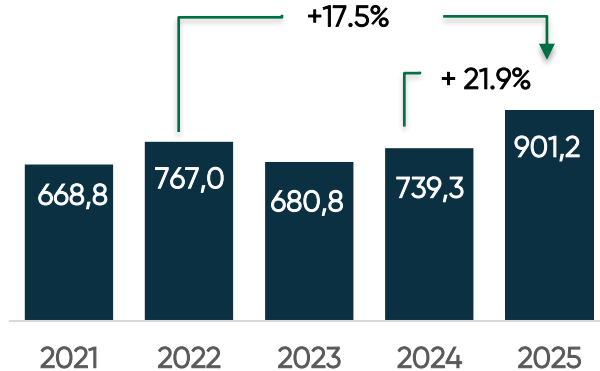
# Financial Results

## Net Revenue and Gross Profit

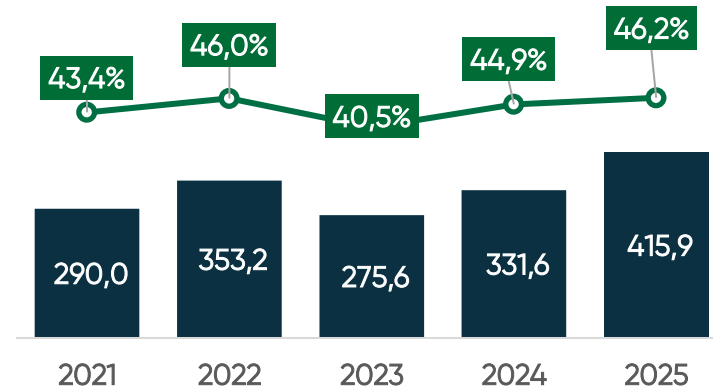
### Production Animals



Net revenue - R\$ million



Gross profit - R\$ million



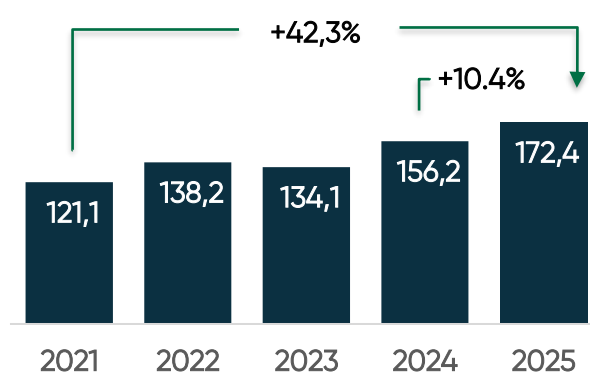
# Financial Results

## Net Revenue and Gross Profit

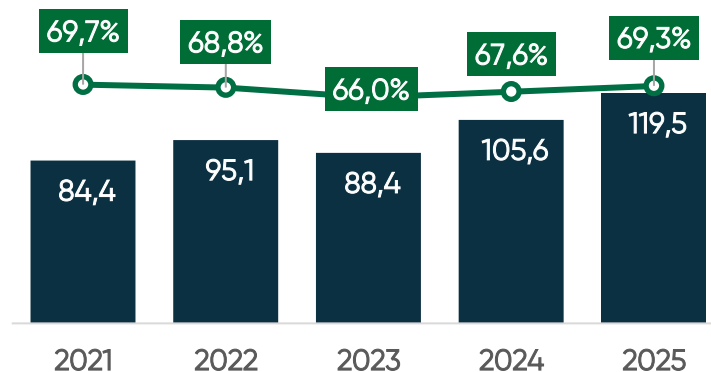
### Companion Animals



Net revenue - R\$ million



Gross profit - R\$ million



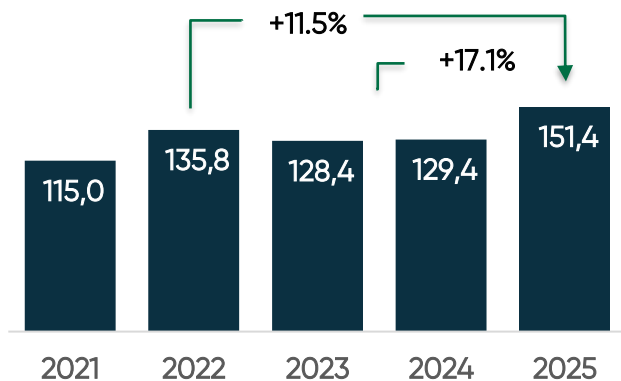
# Financial Results

## Net Revenue and Gross Profit

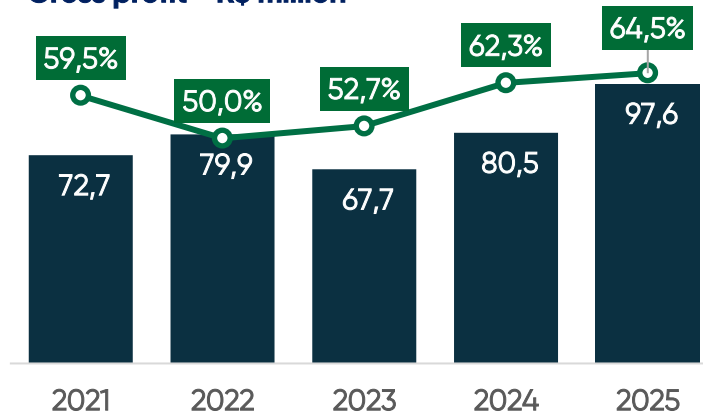
### International Operations



Net revenue - R\$ million



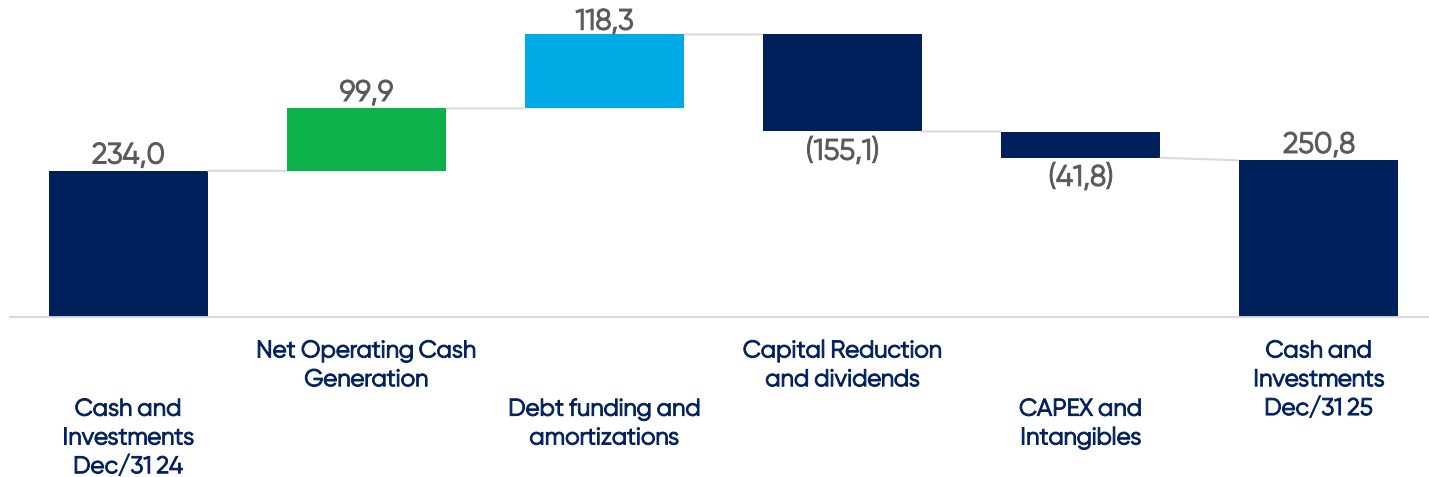
Gross profit - R\$ million



# Financial Results

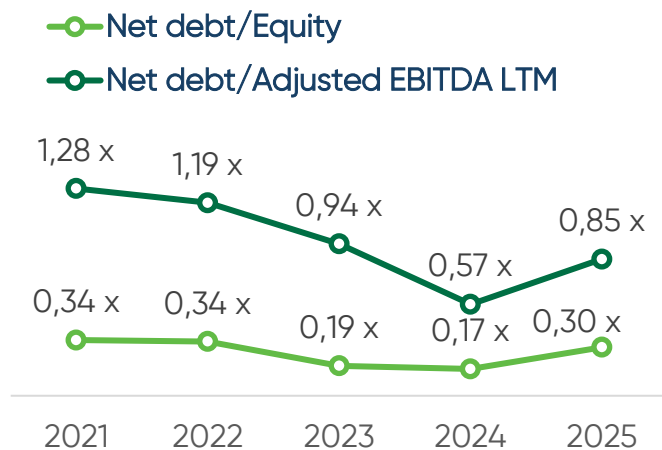
## Cash Position (R\$ million)

Cash Position - R\$ Million

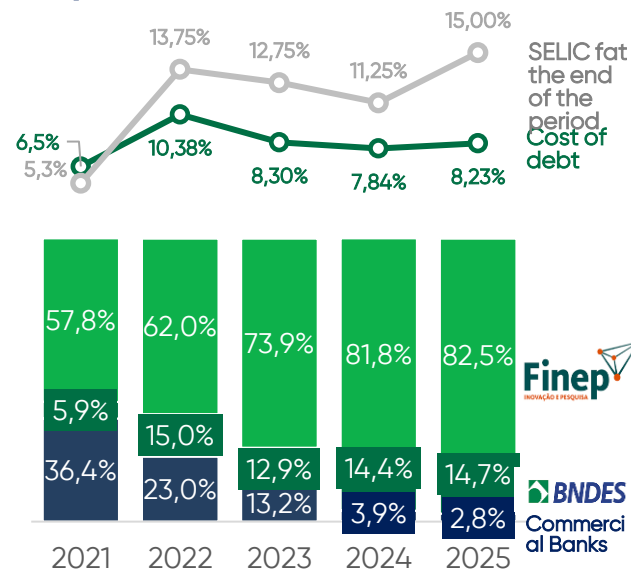


# Financial Results

## Leverage and Debt Composition



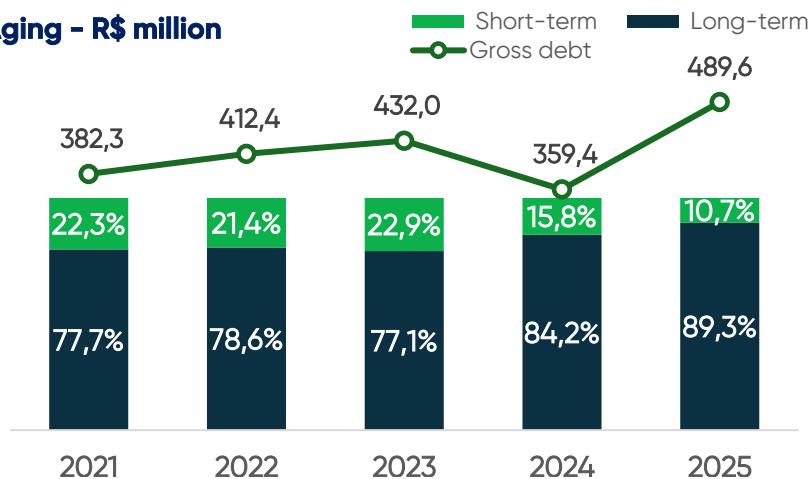
### Composition



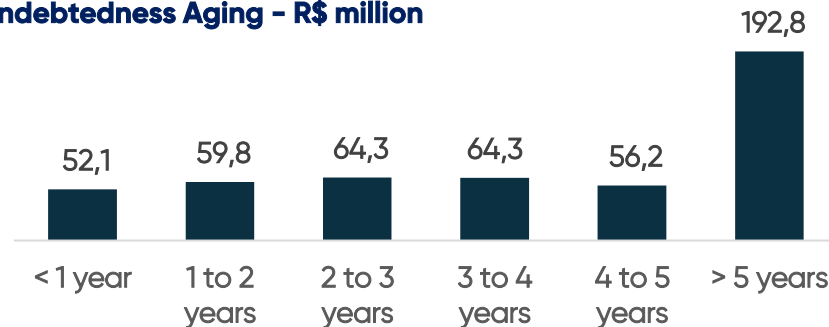
# Financial Results

## Debt Profile and Maturity Schedule (R\$ million)

Aging - R\$ million



Indebtedness Aging - R\$ million

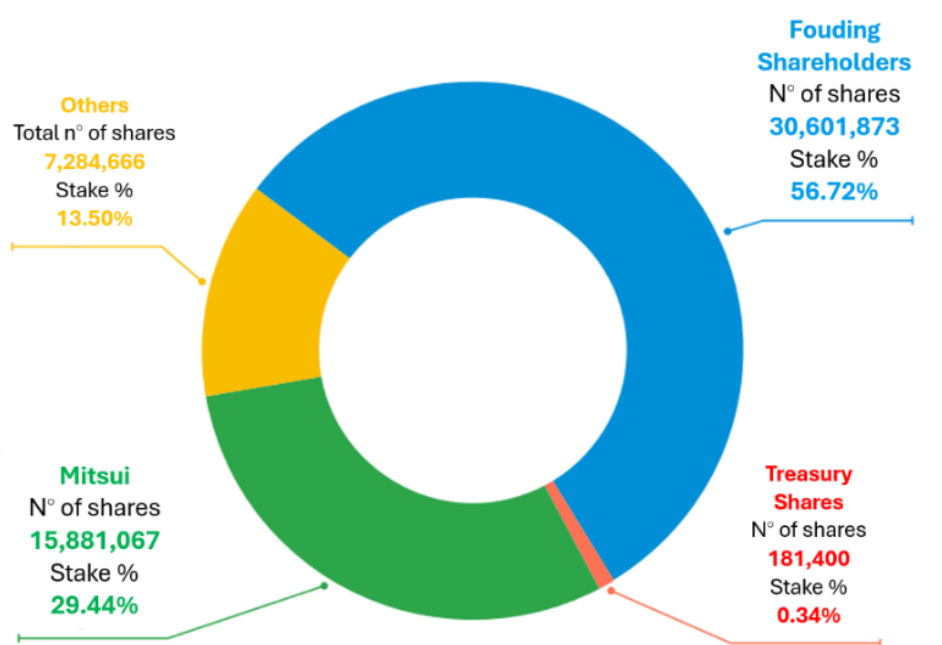


# Composition

Our ownership structure reflects the strength of our partnerships and the confidence of our investors. Founding shareholders hold 56.72% of the shares, while Mitsui, a Japanese multinational with a broad presence across several economic sectors, holds 29.44%. In addition, we have 0.34% of treasury shares and other investors, who account for 13.50% of the shares, completing our shareholder base.

Shareholder	N° of shares	Stake %
<b>Founding Shareholders</b>	<b>30,601,873</b>	<b>56.72%</b>
<b>Treasury Shares</b>	<b>181,400</b>	<b>0.34%</b>
<i>Free float<sup>1</sup></i>		
Mitsui	15,881,067	29.44%
Others	7,284,666	13.50%
<b>Total</b>	<b>53,949,006</b>	<b>100%</b>

<sup>1</sup>Shares freely traded in the market, ensuring liquidity and access to a broad investor base.



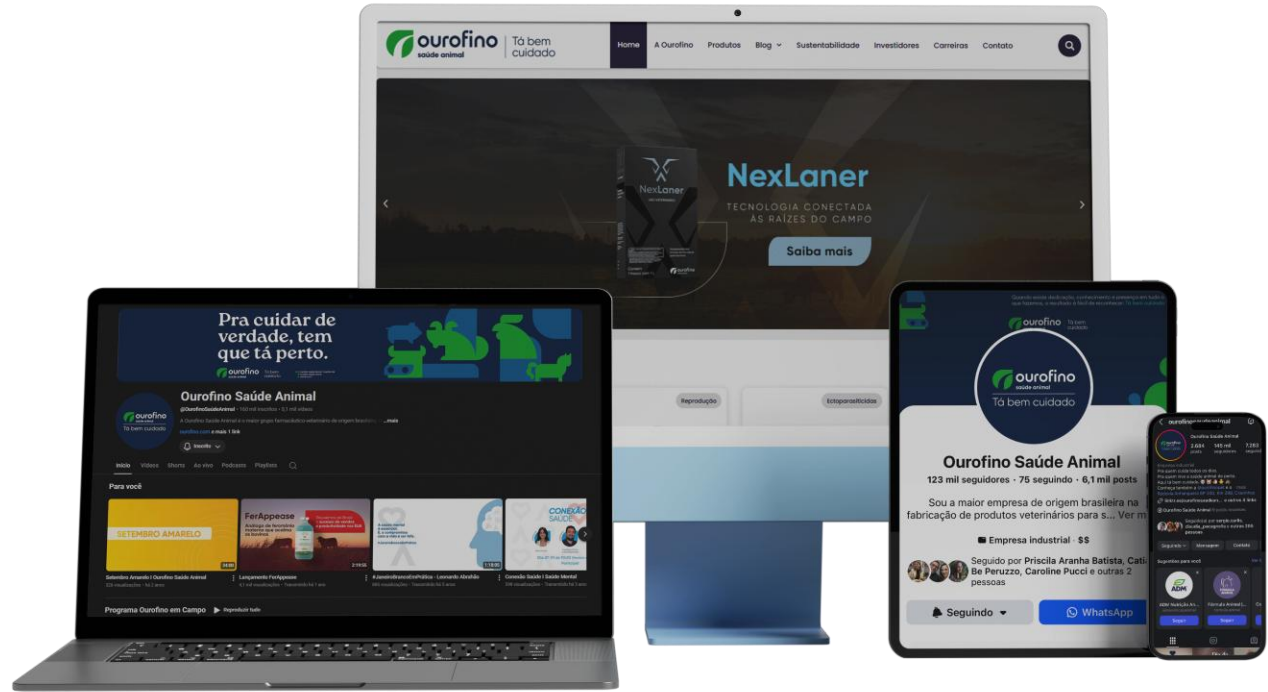
# Network Connection

## Companion Animals



# Network Connection

## Production Animals



# Network Connections

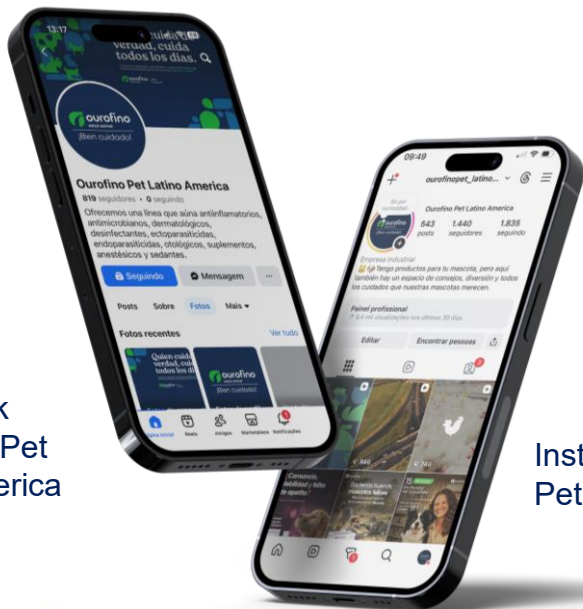
## International Operations

### Mexico and Colombia



# Network Connections

## International Operations



Facebook  
Ourofino Pet  
Latin America

Instagram Ourofino  
Pet Latin America



Instagram  
Ourofino Salud Animal

Facebook Ourofino  
Salud Animal

# Network Connections

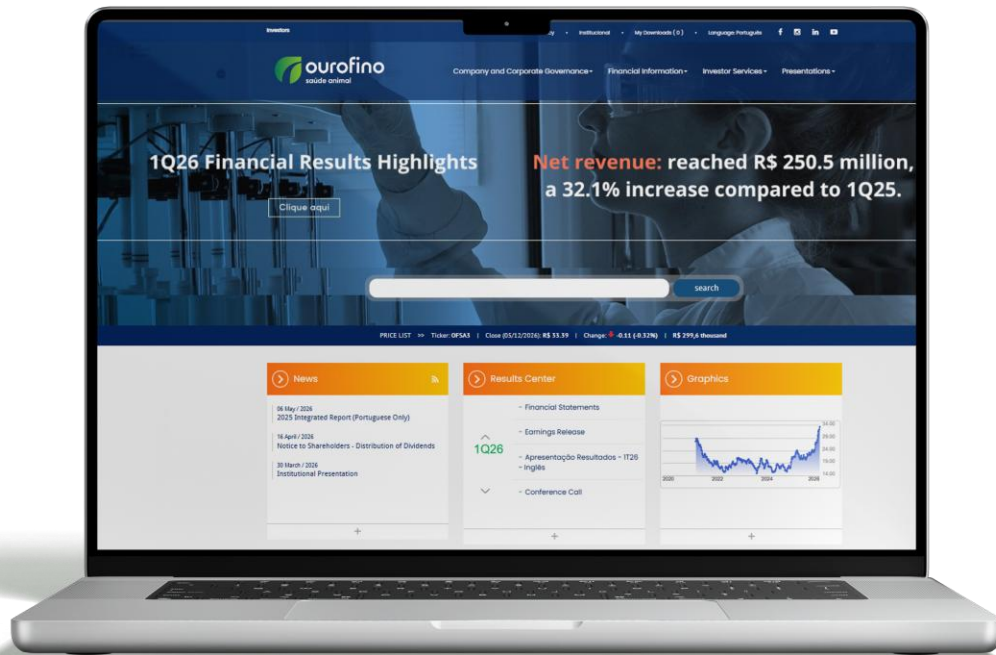
## Institucional



# Network Connections

## Investor Relations

Website for contact, services, and information about Ourofino's financial results: [ri.ourofino.com](http://ri.ourofino.com)



# We are Ourofino

# We are Ourofino

## Our Essence

There is something that connects everything we do: care.  
Care that brings people closer, connects, and understands.  
That transforms needs into solutions.

We translate what producers need,  
what veterinarians need,  
what pet owners need.

But above all: what animals need.

More than what we do, it is about how we do it.

And that is why, when everything works as it should, the result is clear:

You're Well Taken Care Of.

# We are Ourofino

## Our values

### *Play to Win*

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

### *Care for People*

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

### *Connect with the World*

We operate connected to the world in an entrepreneurial and digital way to build alliances and innovate.

# We are Ourofino



**WE ARE  
OUROFINO,  
AND  
OUROFINO IS  
EACH ONE  
OF US**



*Point your phone  
camera at the QR Code  
and watch the Ourofino  
Culture Manifesto  
video.*

Nossos Valores | Ourofino  
Saúde Animal  
(ourofino.saudeanimal.com)



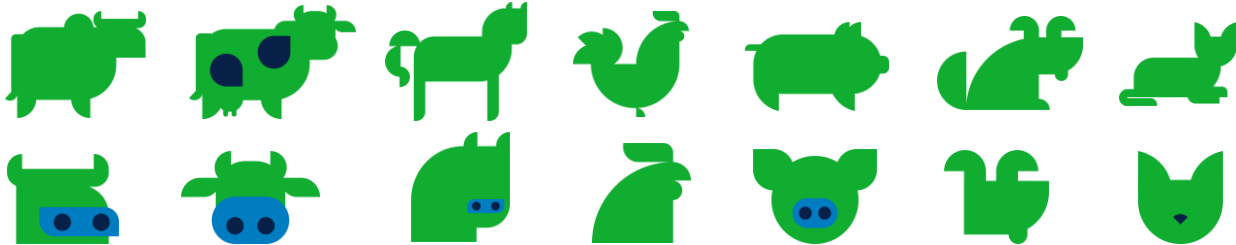


| In good  
hands



# Supporting Elements

## Animals



## Business Units (BUs)



## Elements



## Viñetas

