



**The largest Veterinary  
Pharmaceutical Industry of  
Brazilian origin**



## A little bit of history...

*From 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 infinite possibilities!*

**1997**

*Beginning of actions abroad*

**2000**

*Entering at pet market*

**2005**

*Operations at the headquarters, from Cravinhos city (SP)*

**2007**

*Biologicals program and hormonal therapeutics program*

**2018**

*Biological Factory*

**2020**

*Re-signification of our culture and values*

**Our Purpose:  
Reimagine the  
Animal Health**

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



## *Play to Win*

We think like an owner, 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 act in connection with the world in an entrepreneurial and digital way to build alliances and innovate.



## **We operate in Latin America**

We export to several  
countries with distribution  
partners





**Own structures in  
the most relevant  
markets for  
company animal  
and protein chain:**

**Brazil**

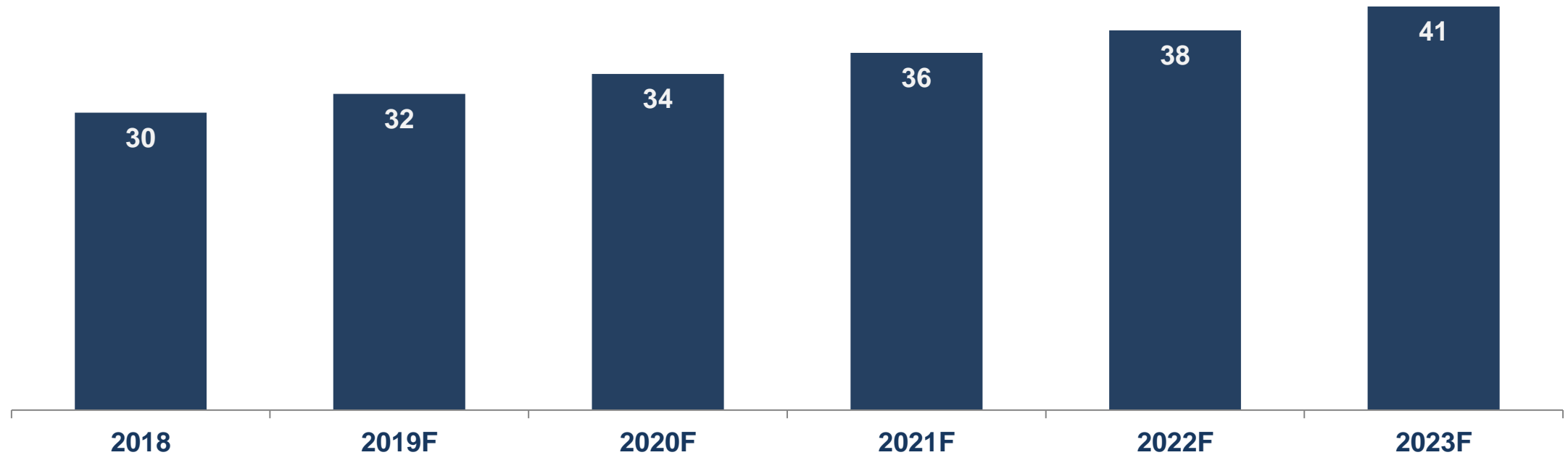
Production and Marketing

**Mexico e Colombia**

Product marketing

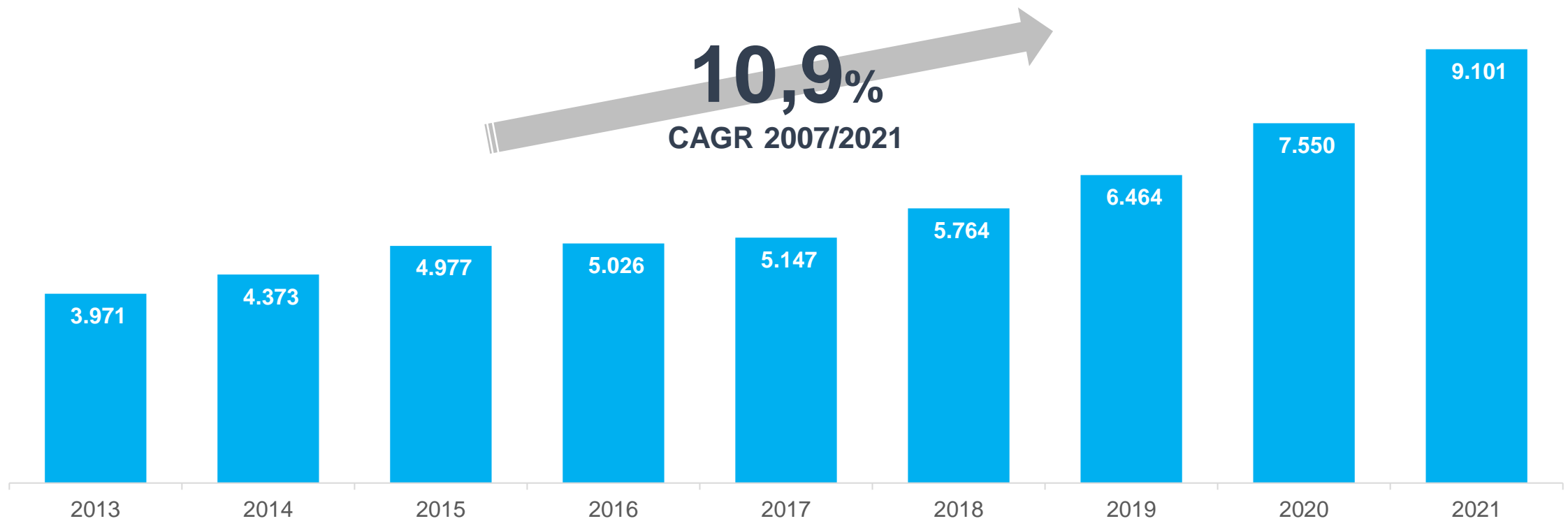
# Global Animal Health Market

## Net Revenue - USD billions



# Brazilian Animal Health Market

Net Revenues - BRL millions







One of the **world's great powers at agribusiness**

The **largest commercial cattle herd in the world**, around 190 million head

**More than 1/4 of the national GDP** comes from agribusiness

## Production Animals

# Brazil



**1st in beef and chicken exports**



**3rd largest consumer of beef protein**



## Production Animals

# Our market in numbers

Region	Animal Protein Production (cattle, poultry and swine in millions of tons)	Global Participation
<b>World</b>	<b>352.675</b>	<b>100,0%</b>
<b>Latin America</b>	<b>56.932</b>	<b>16,1%</b>
Brazil	28.956	8,2%
Mexico	7.532	2,1%
Colombia	2.824	0,8%
Central America and Caribbean	10.734	3,0%
Outros	6.886	2,0%



## Company Animals

# Brazil



**3rd largest pet  
population in the  
world**

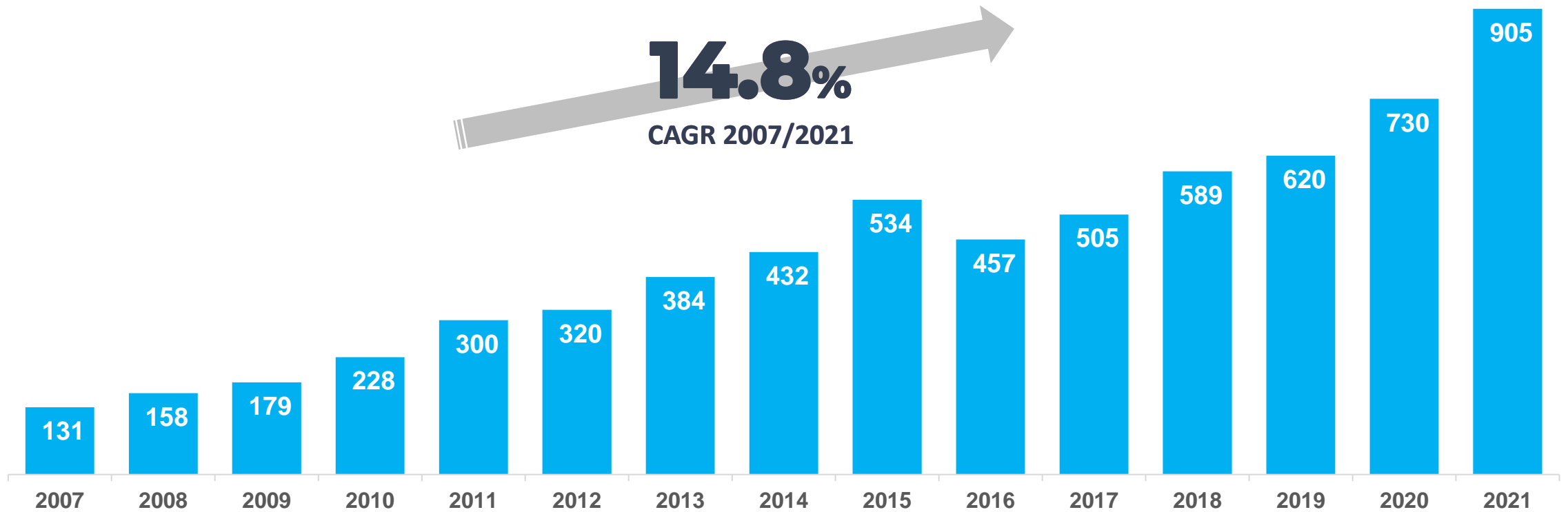
## Company Animals

- **New family profile**
- **Pets become family members**
- **Growth of medical specialties**
- **Pandemic as an accelerator of the process**
- **Strong growth in recent years**



# Ourofino growth history

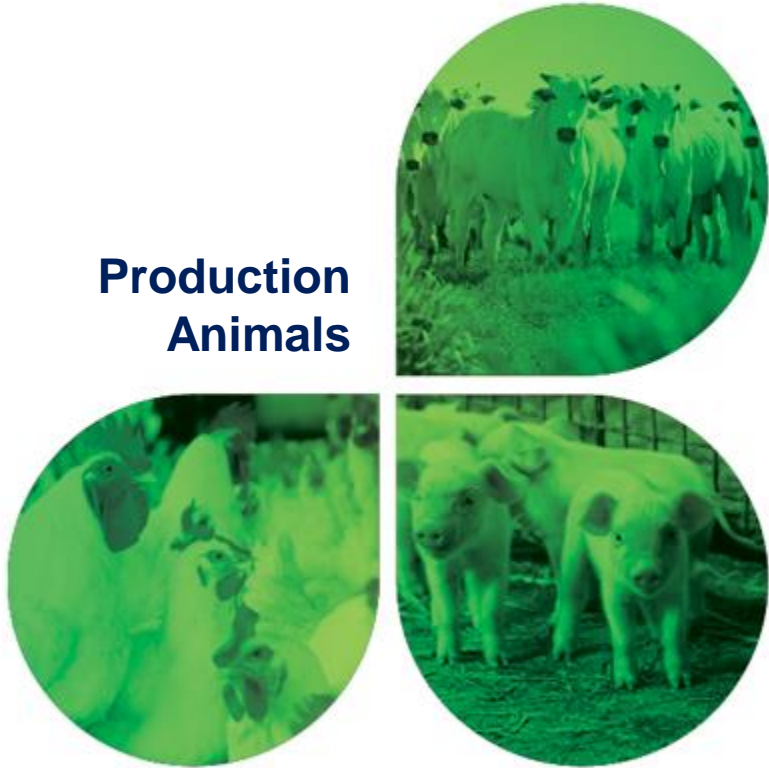
Net revenue - BRL Million





# Structure

## Production Animals



## Company Animals



## International Operations





Around **3.2k customers** served by our representatives and commercial consultants



**7k rural properties** served by technical consultants \*



About **200 professionals** in the field



**122 SKUs**



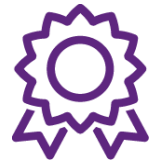
# Brazil



**40** Distributors



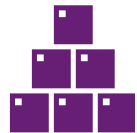
**30k** PDVs achieved



Direct sales to major market players:  
**Petz, Cobasi, Petlove Petland and Petcamp**



Own team of **50 people** plus  
**450** indirect people



**74** SKUs







**6.5k customers** served indirectly, through distributors



Direct customers: **90 customers** between distributors and resellers



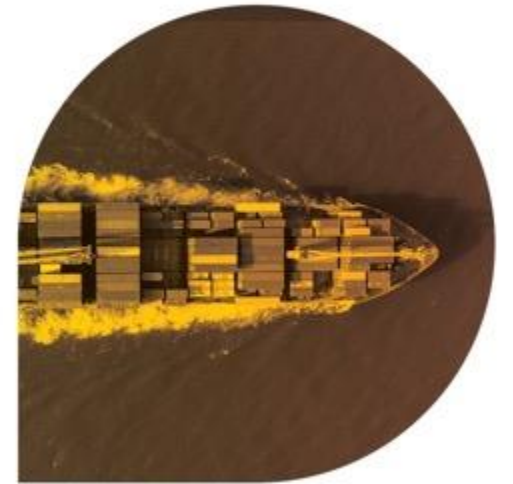
Demand customers: **700 pharmacies** and **agro-services**,  
**1.5k farms**, **150 veterinarians**



**34 professionals**



**40 SKUs**





**5k customers** served indirectly, through distributors



Direct customers: **450 customers** including resellers, distributors and end consumers



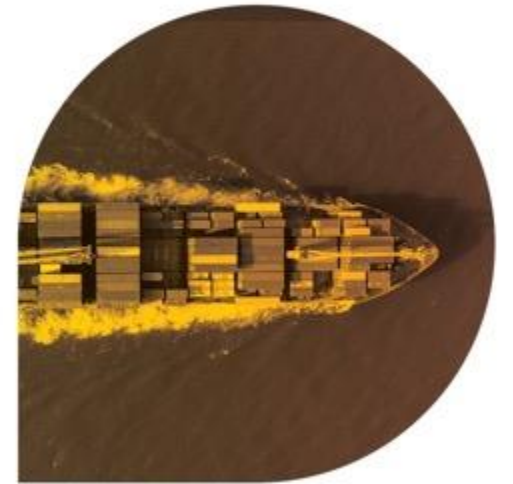
Demand customers: **500 pharmacies and agro-services, 1.2k farms and 170 veterinarians**



**32 professionals**



**45 SKUs**





## Distribution Countries



**14 countries**, 10 in Latin America



**19 distributors** in these countries



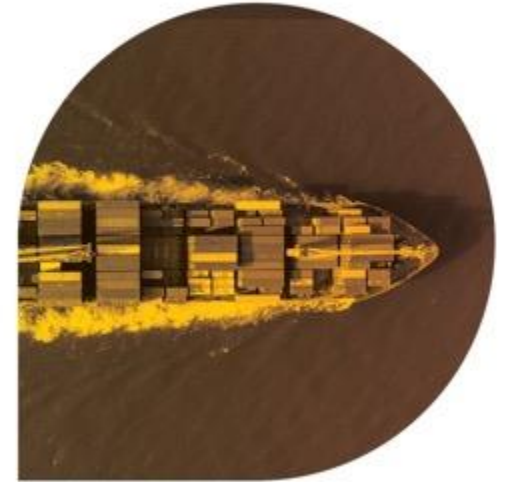
**3 representatives.** Key Account Managers and Distributor Field Staff



**6k** customers served indirectly, through distributors



**255 SKUs**





## Modern structure for manufacturing:

- Medicines
- Animals  
Defensives
- Hormones for  
reproduction
- Vaccines





## Our Industrial Campus

**D** – Laboratories

**F** – Farmaceutical

**H** - Animals Defensive

**M** – Biological (Foot and Mouth Disease Vaccines)

**R** – Hormones

**X** – Biotechnology

**V** – Recombinant and Traditional vaccines







# The best of Latin America

- Certified by MAPA
- State-of-the-art equipment technology
- Laboratories with HPLCs, UPLC/MS e DSC
  - Protocols according to the Good Manufacturing Practices
  - Production monitoring by ERP/SAP
  - Automation 24 hours a day



## Biosafety levels in Biologicals:

- 4 (**MAPA**) - Highest for veterinary
- 2 (**CTNBio**) - At the recombinant plan



**Research  
and Training  
Center  
Guatapar (SP)**





Investments in R&D  
represent, on average,  
**8% of net revenue**

Team formed by PHDs, doctors,  
masters and technicians.



# Future vision for R&D

- **Tendencies**
- **Animal welfare**
- **Technological platforms**
- **Strategic partners**
- **ESG**



# Future vision

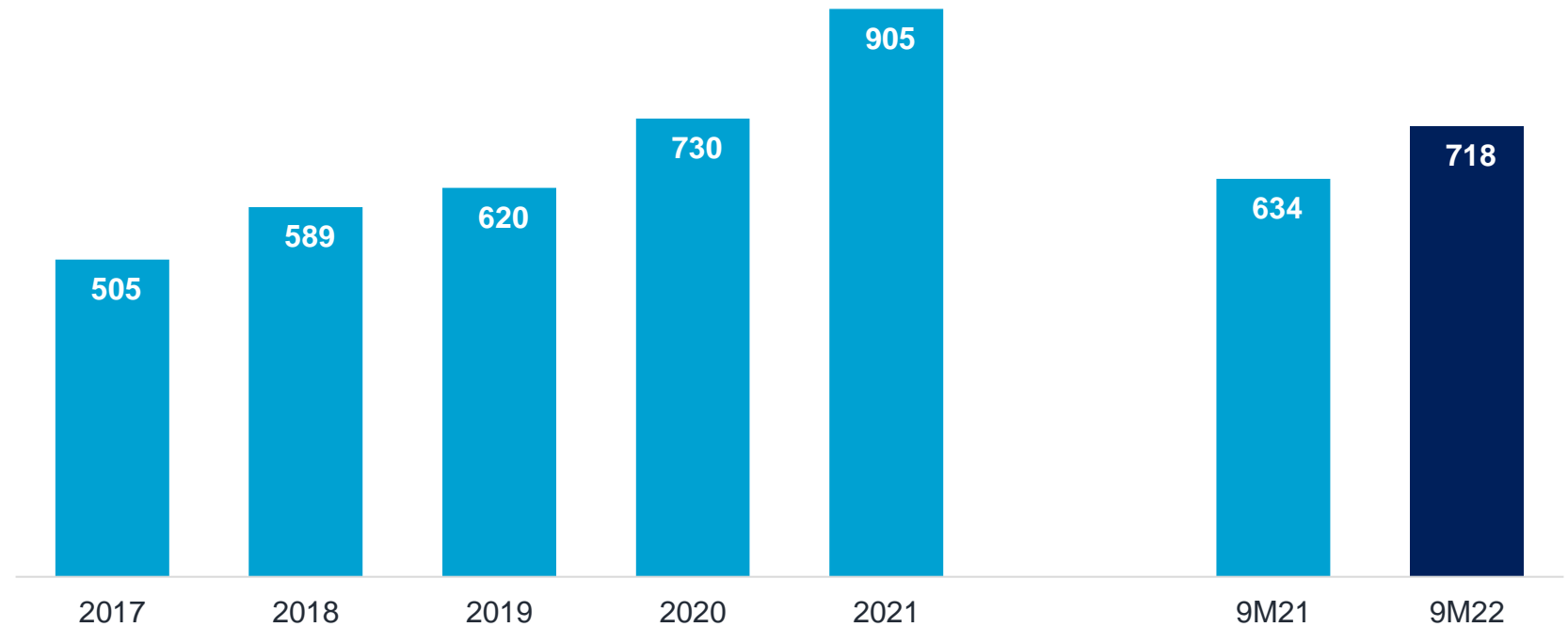
- Differentiated access
- Innovative R&D/strategic alliances
- Portfolio expansion
- Adjacent markets
- International growth
- Strong purpose and culture
- Most admired in Latin America in the segment.





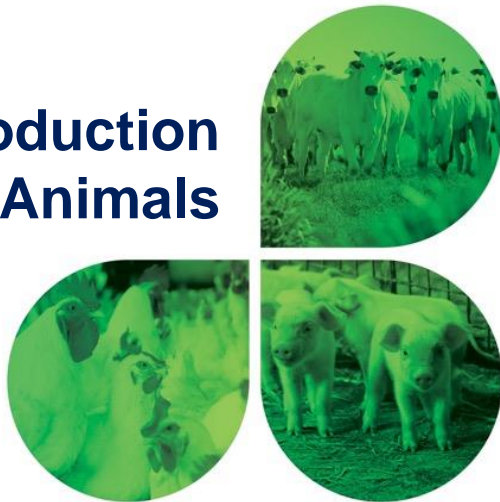
# Financial highlights

Net Revenue(BRL million)

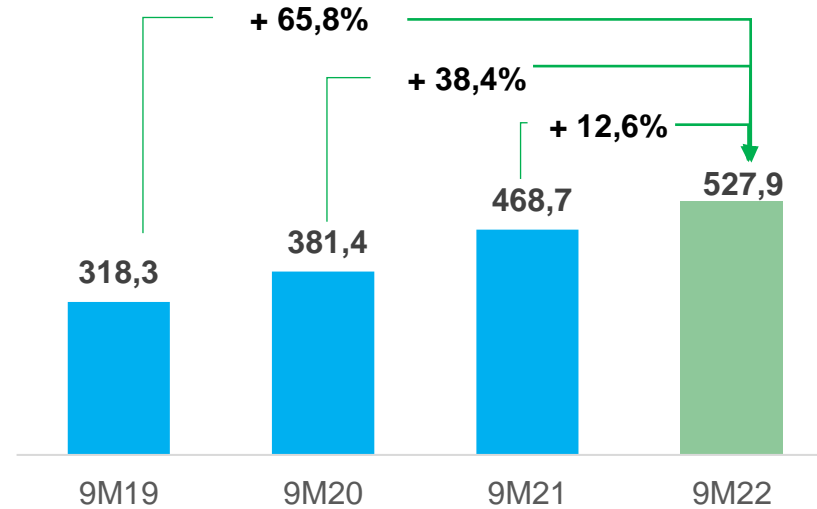


# Financial highlights

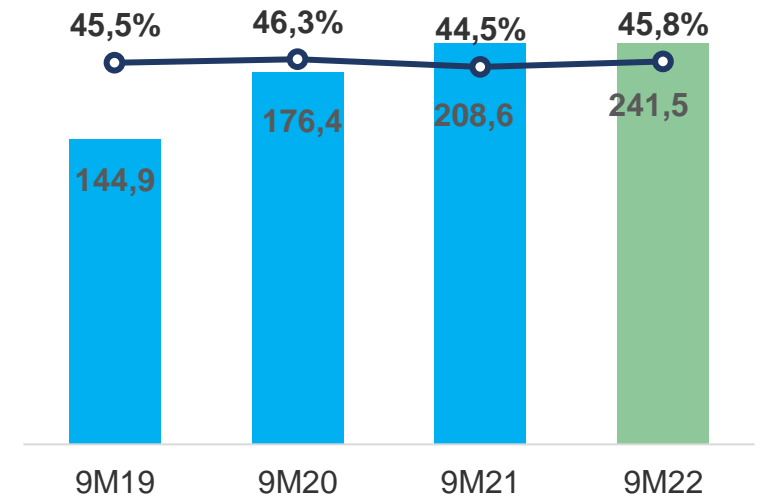
## Production Animals



Net Revenue - Production Animals  
R\$ Millions



Gross Profit - Production animals  
R\$ Millions

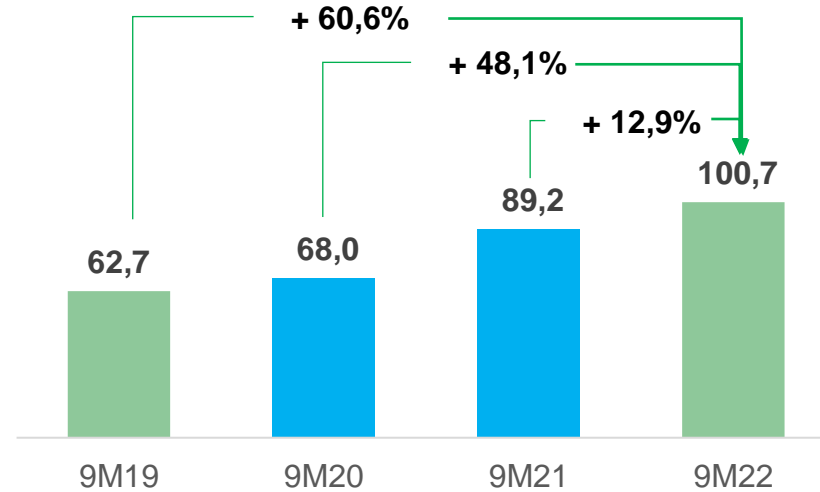


# Financial highlights

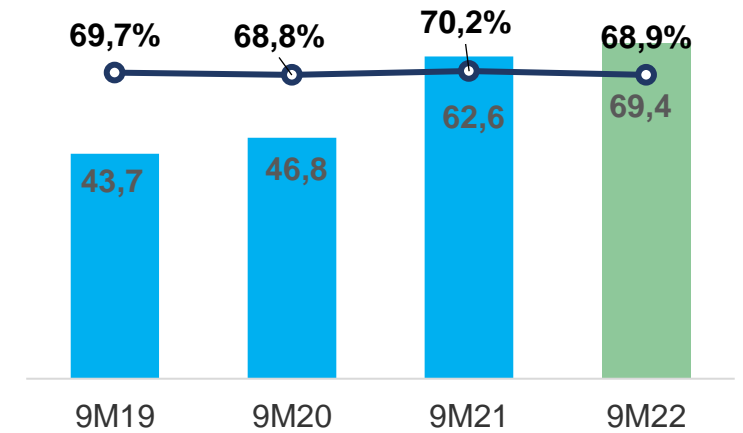
## Companion Animals



Gross income- Companion Animal  
R\$ Milhões



Gross Profit- Companion Animal  
R\$ Million

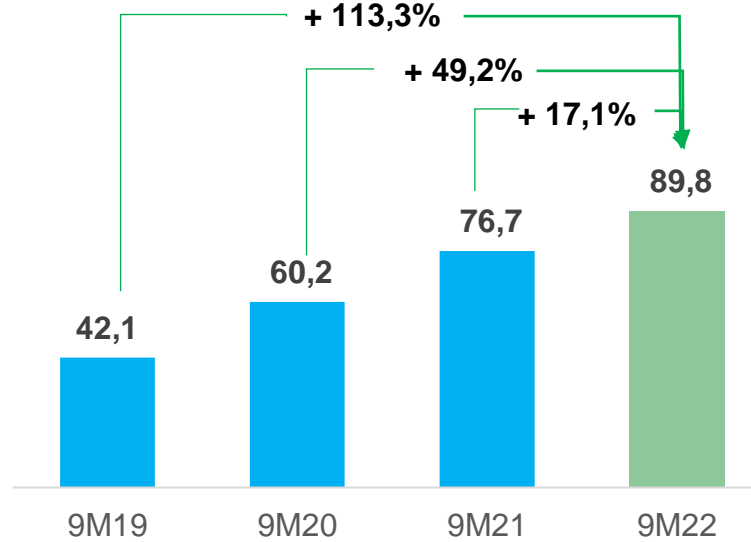


# Financial highlights

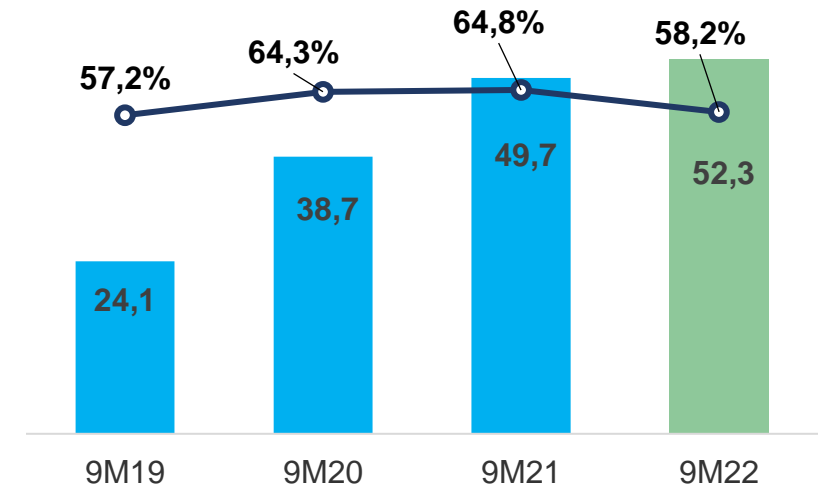
## International Operations



Net Revenue- International operations  
R\$ Millions



Gross Profit - International operations  
R\$ Millions

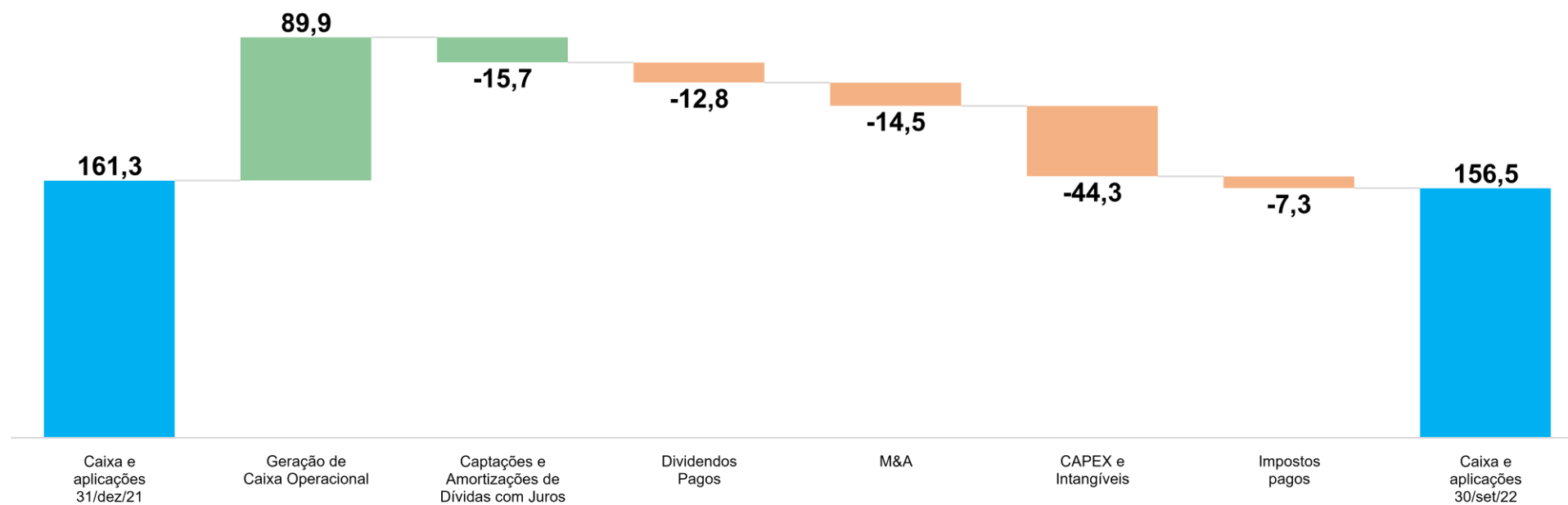




# Cash position

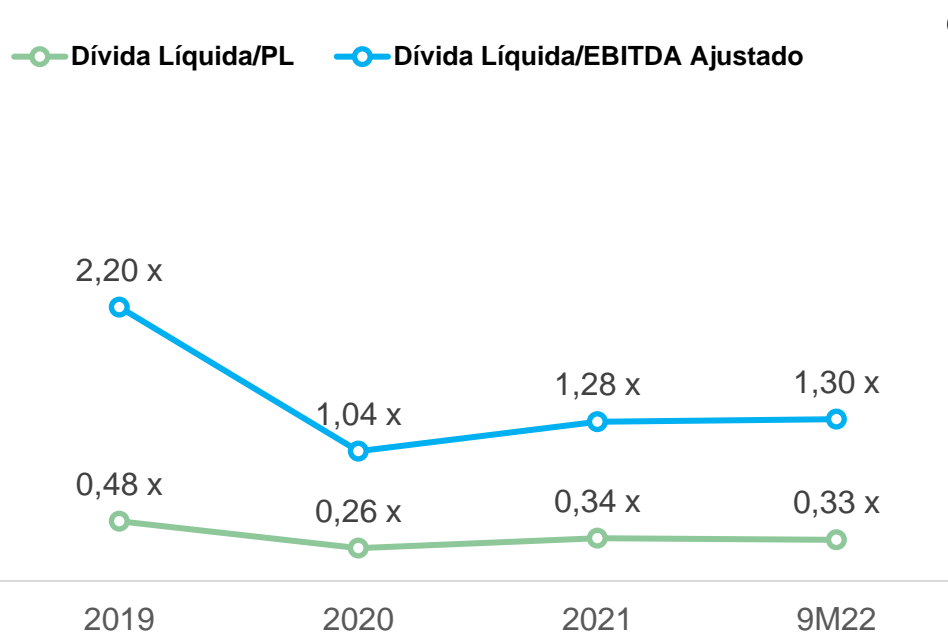
(BRL million)

Cash position  
R\$ Million

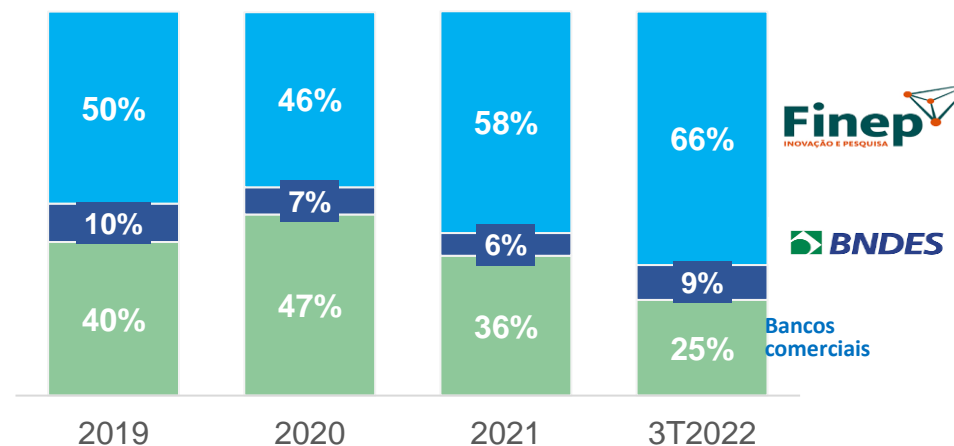


# Debt leverage and composition

(BRL million)



Composição

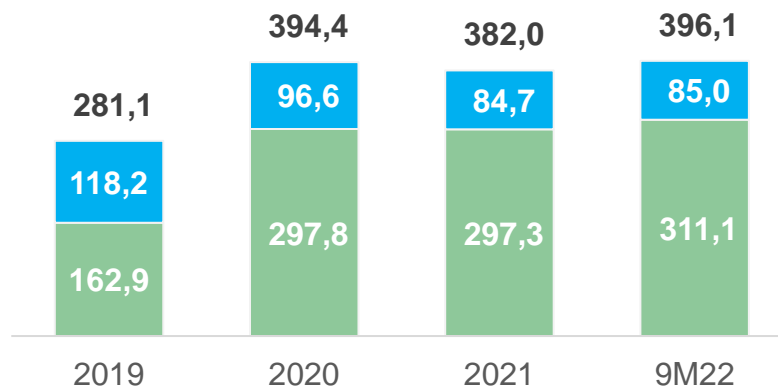


# Debt profile and aging

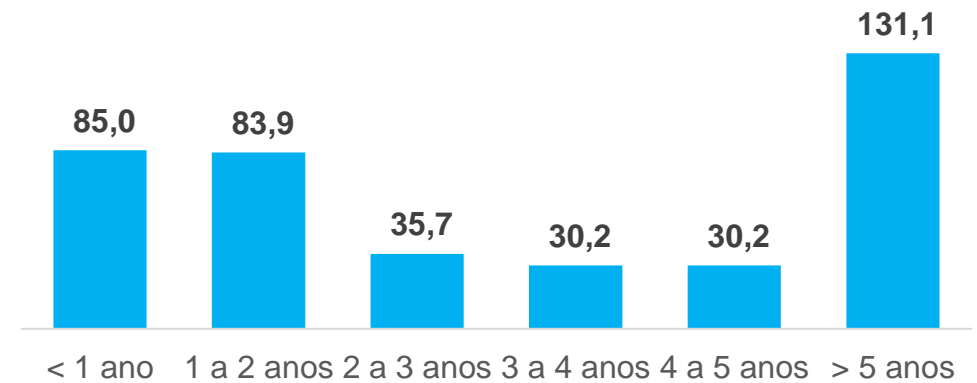
(BRL million)

Aging (R\$ million)

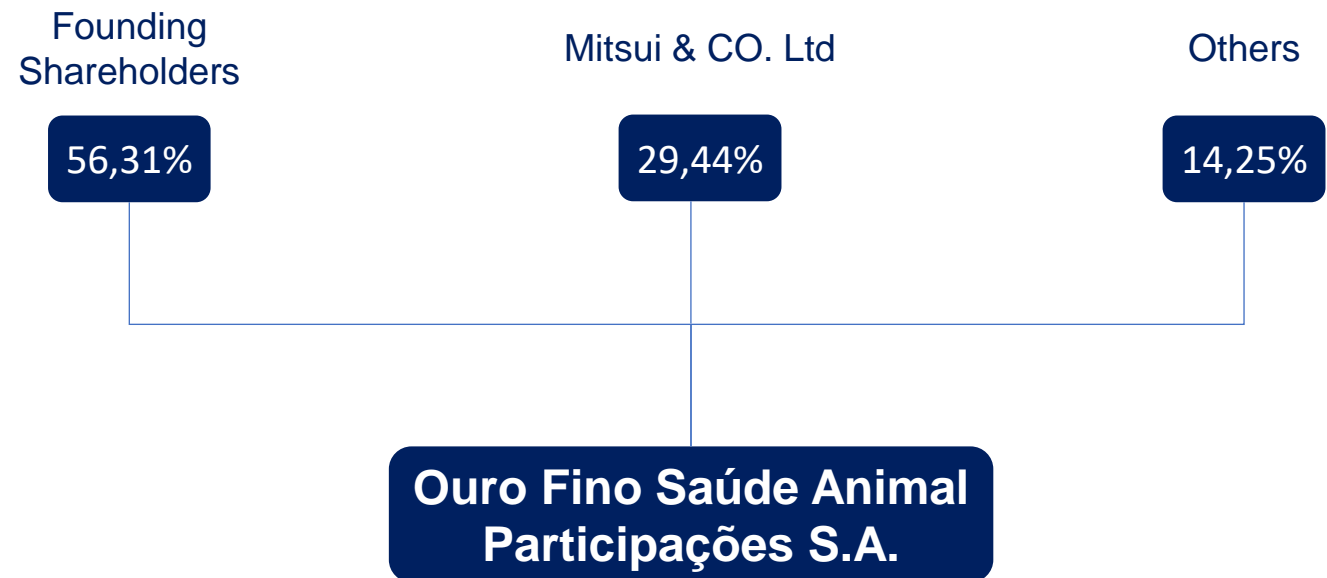
- Longo Prazo
- Curto Prazo



Aging of bank debt  
BRL Million



# Shareholding structure







Ourofino - Empreendedor Master do Ano 2004.

ERNST & YOUNG



Animal Health Award Winner 2021



We are Ourofino...



Leadership position in markets with strong growth drivers

Unique combination of brand, access and broad client bases

Entrepreneurial culture, experienced teams and consolidated governance

Expertise in R&D and pipeline aligned with market trends

Best industrial park in Latin America



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



*Point your cell's phone  
camera at QR Code to  
Discover Ourofino's  
culture Manifest vídeo.*

[Nossos Valores | Ourofino Saúde  
Animal \(ourofino.saudeanimal.com\)](#)



Bianca Mariano  
Suplementos

