



4Q16 and FY2016 Earnings Call



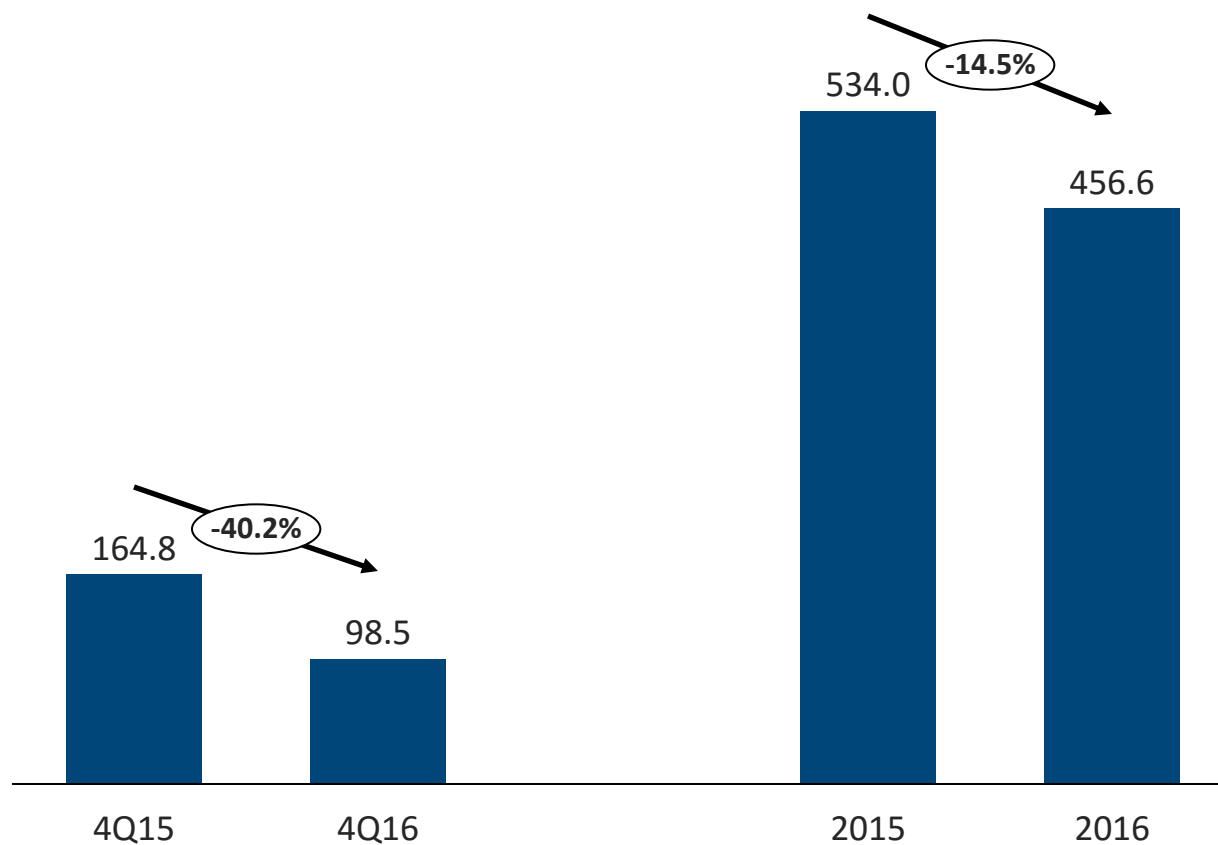
This presentation brings statements about future events that are subject to risks and uncertainties. Such statements are based on our Management's beliefs and assumptions and on information that the Company currently has access to. Statements about future events include information regarding our intentions, 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.



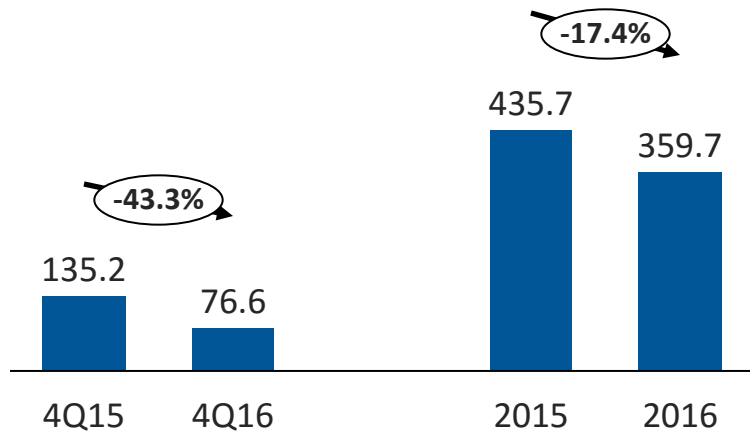
Ourofino Saúde Animal (R\$ million)



Net Revenue by Segment

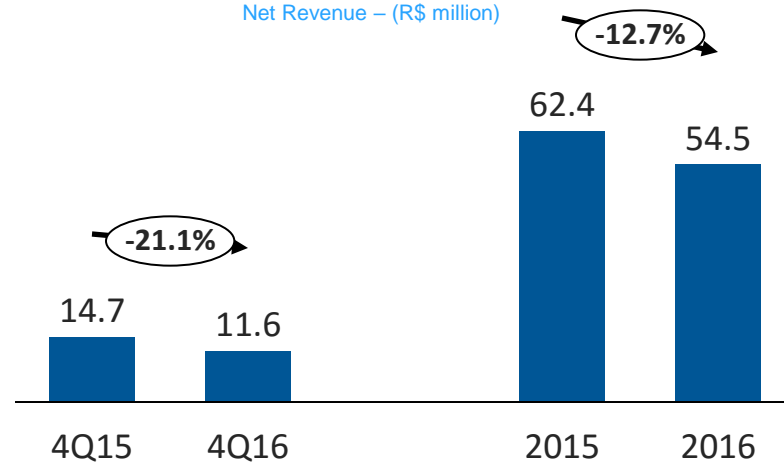
Production Animals

Net Revenue – (R\$ million)



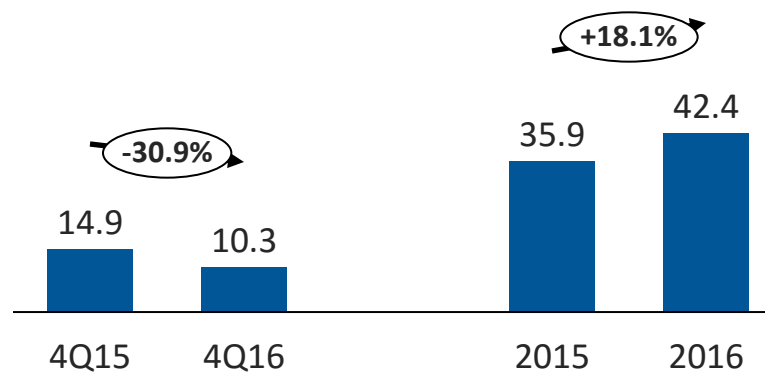
Companion Animals

Net Revenue – (R\$ million)



International Operations

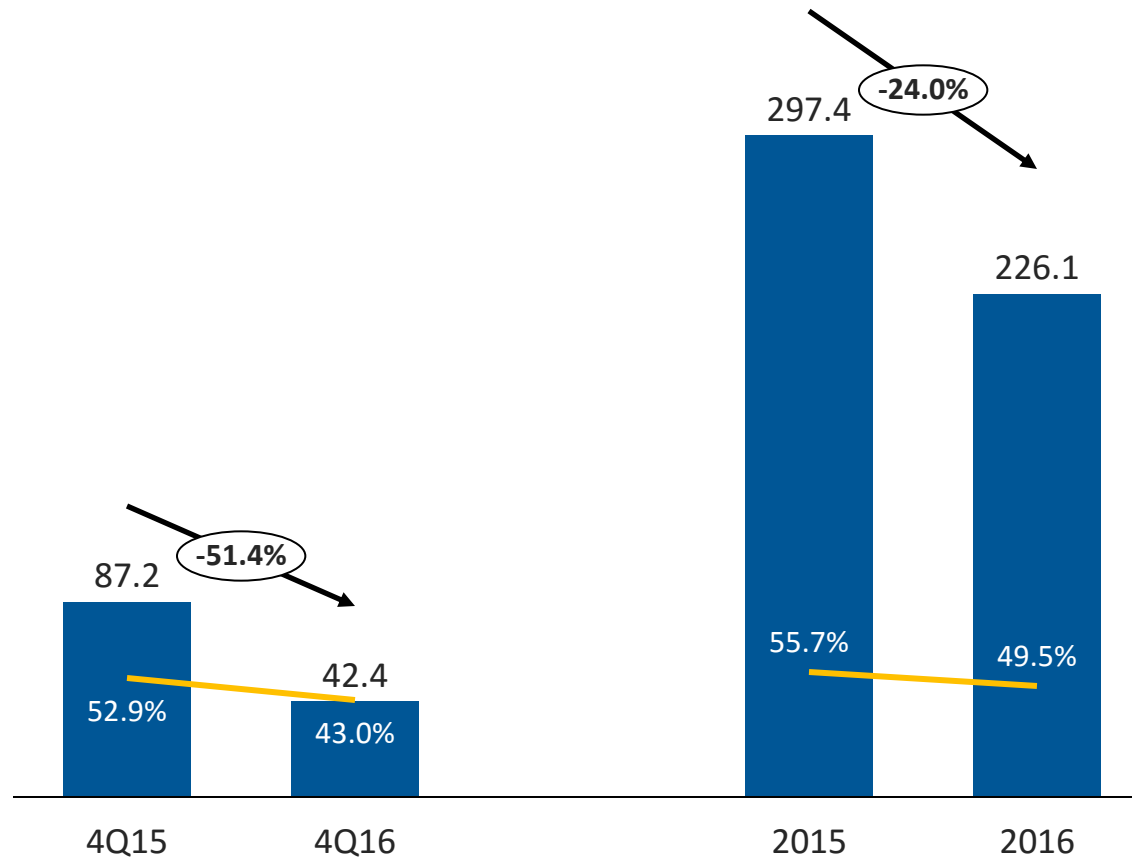
Net Revenue – (R\$ million)



Gross Profit and Gross Margin



Ourofino Saúde Animal (R\$ million)

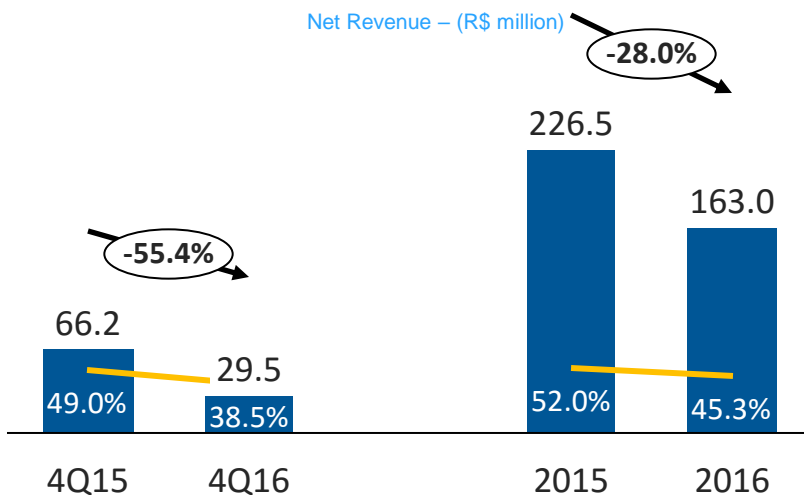


— Percentage over net revenue

Gross Profit and Gross Margin by Segment

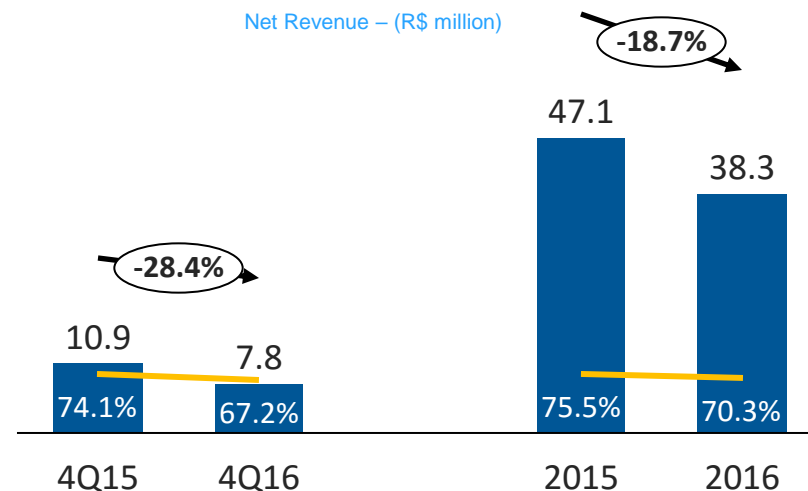
Production Animals

Net Revenue – (R\$ million)



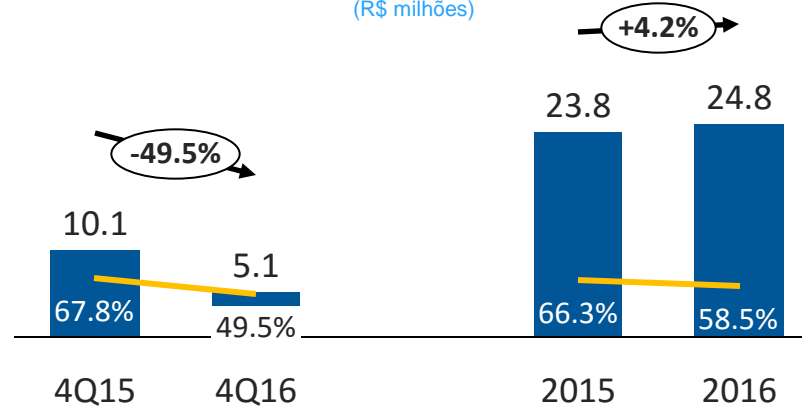
Companion Animals

Net Revenue – (R\$ million)



Operações Internacionais

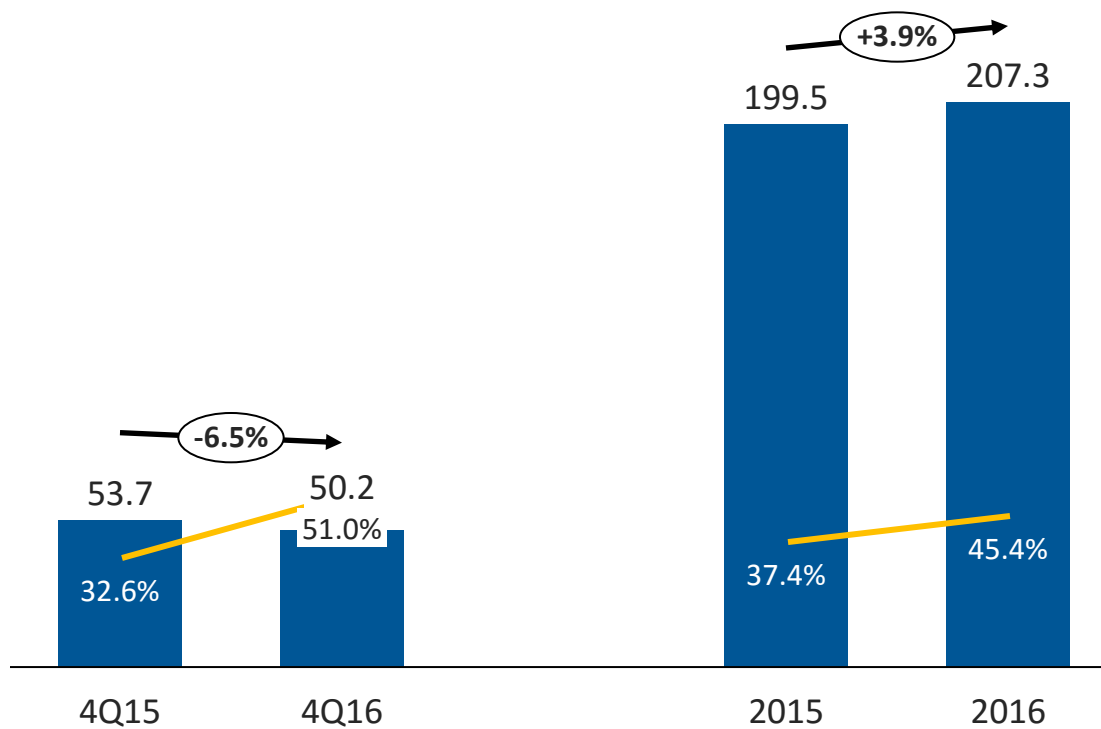
(R\$ milhões)



Gross Margins



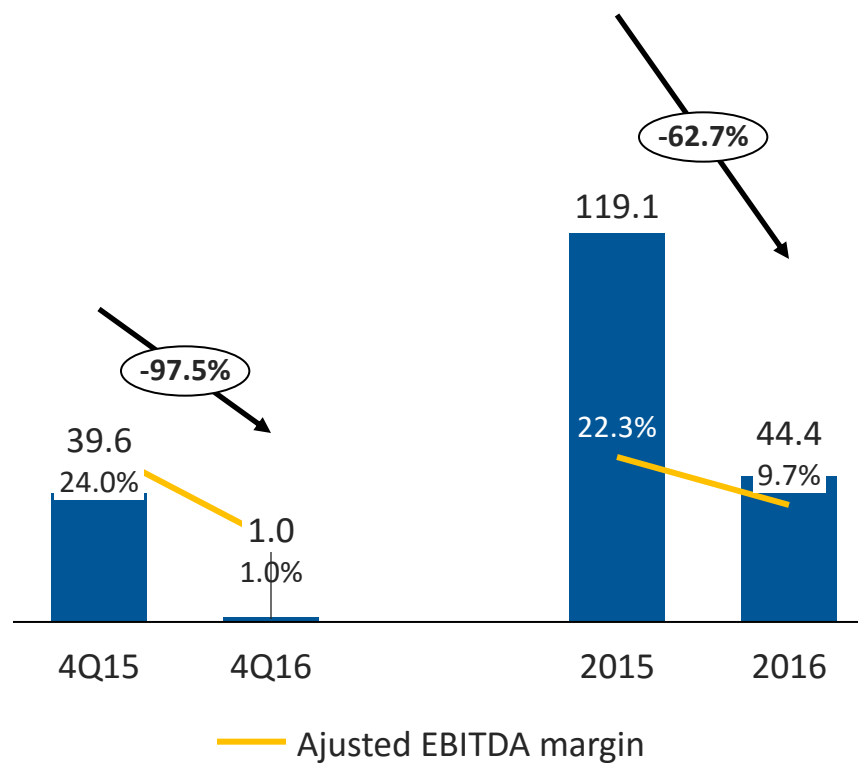
SG&A (R\$ million)



— Percentage over net revenue



Adjusted EBITDA (R\$ million)

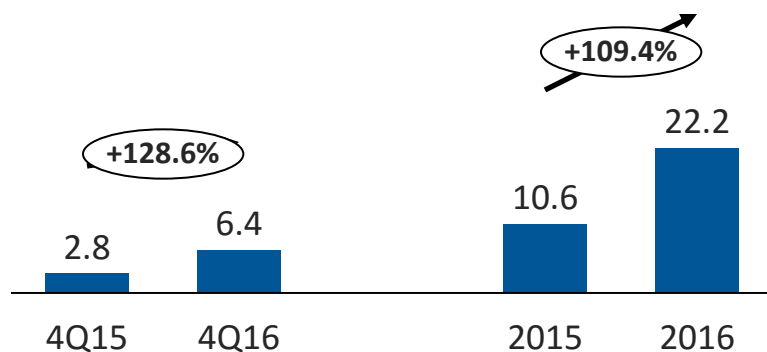


Financial Performance



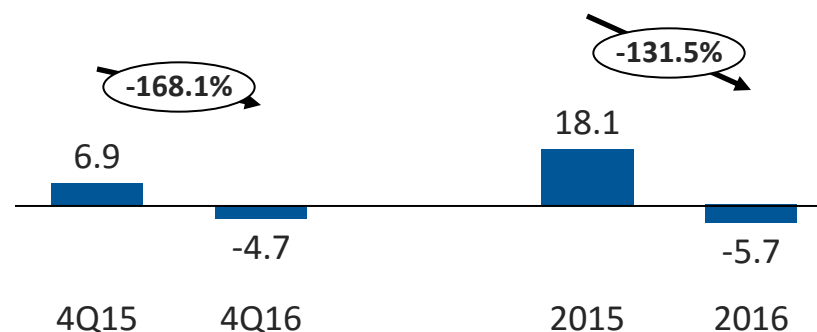
Net Financial Expense

(R\$ million)



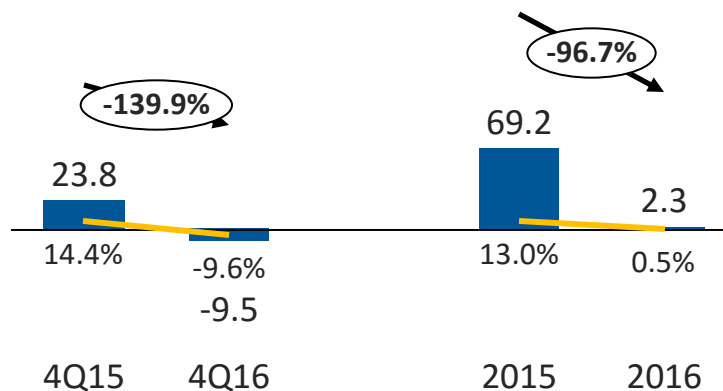
Tax Expenses

(R\$ million)



Net Profit (Loss)

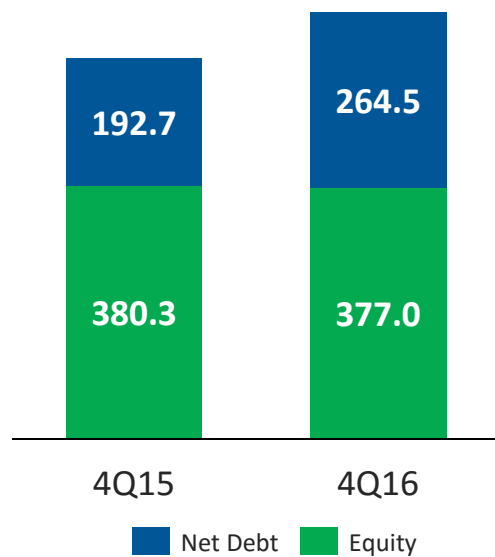
(R\$ million)



— Profit margin



Net Debt and Equity (R\$ million)



Net Debt.¹ / Adjusted EBITDA

1.62x

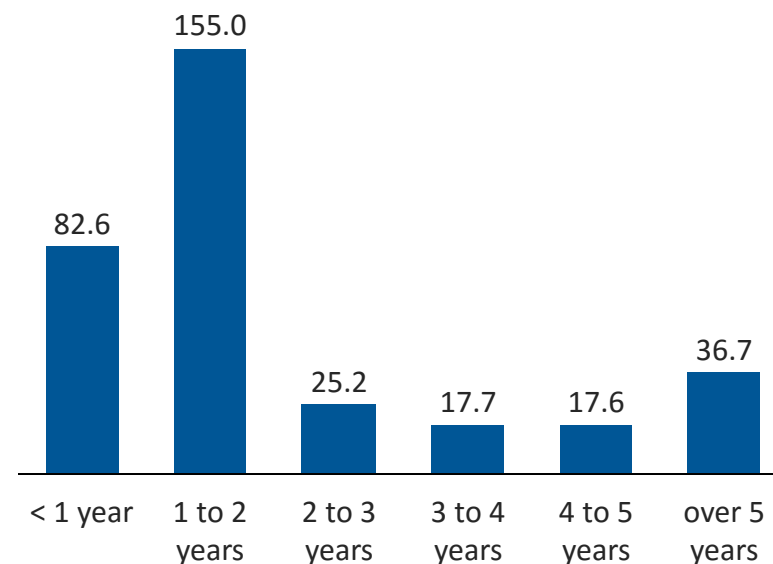
5.96x

Average interest on debt in dec 31st¹

7.98%

8.80%

Debt Aging² (R\$ million)



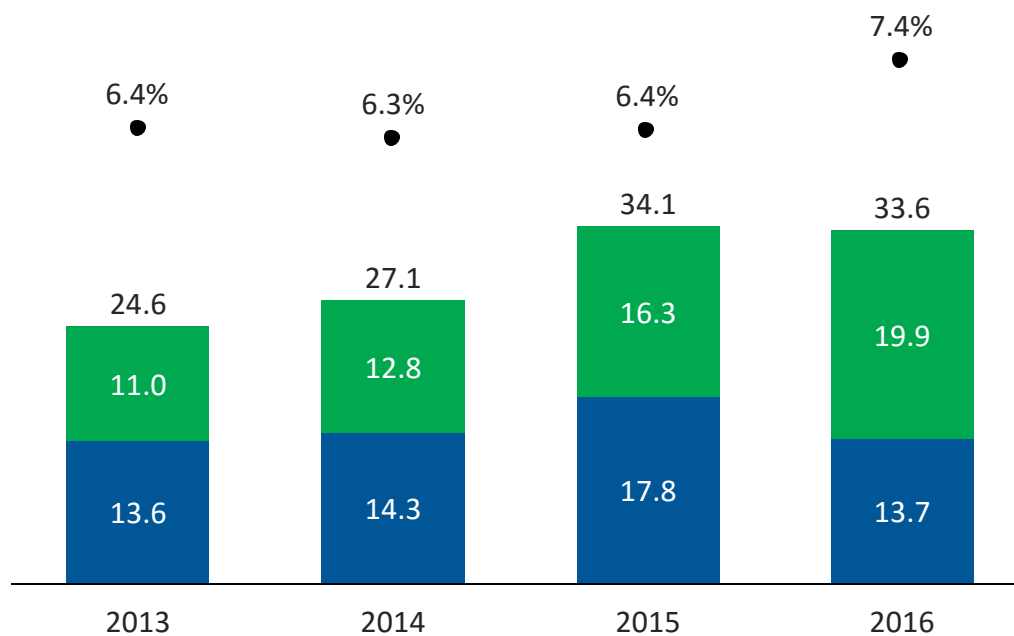
- Cash and equivalents of R\$ 70.3 million.
- New biological facility CAPEX almost entirely done

Note 1: Average cost calculated on the debt considering linked derivatives.

Note 2: Aging is for debt considering linked derivatives.



R&D Investment (R\$ million)



Launched products



■ Intangible
 ■ Expenses
 ● % Net Revenue



4Q16 Launches



Gallipro

Probiotic additive that helps to maintain the equilibrium of the intestinal flora of animals. For weight gain and improvement of the feed efficiency of broilers and breeding chickens.

**Production
Animals**



Nicargold

Maximizes the zootechnical performance of poultry by controlling the challenges of coccidiosis.

**Production
Animals**



Saligold

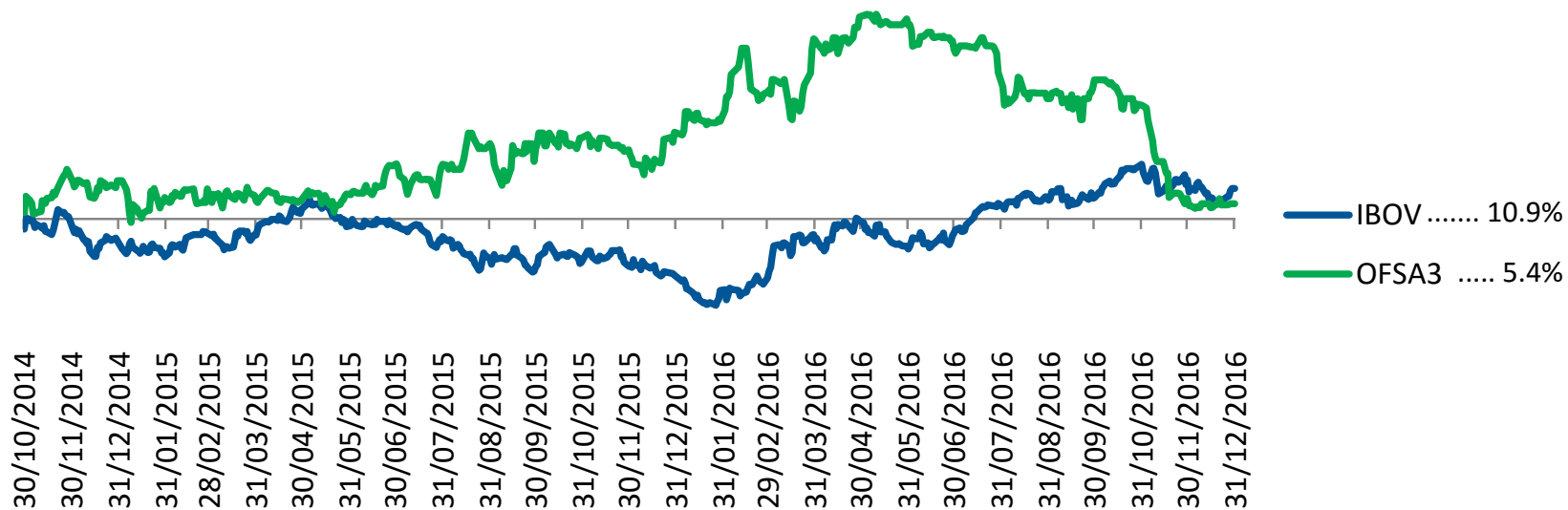
Salinomycin-based granular product. Maximizes the zootechnical performance of poultry by controlling the challenges of coccidiosis.

**Production
Animals**

OFSA3 Return vs Ibovespa*



Normalized



— IBOV 10.9%
— OFSA3 5.4%

*Dividends are included in the return