

Key Drivers of Change in a Post Patent Crop Protection Company

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Reimagining the Brazilian Agriculture

Agenda

1. Our History
2. Our Purpose
3. Physical Structure
4. Portfolio (Current and Future Products)
5. Our Vision of the Future

Our History Begins with a Friendship Relation...



“A history of respect and trust”

It began with the vision and the entrepreneurship of the founders (Mr. Jardel Massari and Mr. Norival Bonamichi)

Starting their Journey with Ourofino Animal Health

1987 – Ourofino Saúde Animal was founded

1997 - R&D department was created

2004 – Mr Norival won the Ernst & Young Entrepreneur of the Year Award.

2001 – State of art new plant started to be built

2005 – OFAH won the award of the Best Company to Work in Brazil (Época Magazine)

...

2014 – Opening of capital with stock exchange operations

2008 – Crop Protection Plant began to be built in Uberaba



Ourofino Saúde Animal:

The third-largest animal health company in Brazil

12% of market share

Exports to more than 13 countries

More than 120 products for all animal health market segments.

In 2010, Ourofino Agrociência started its Operations

2009 – The Plant was concluded.

2010 – Our first product was produced (Eleve).

2012 – R&D Experimental Farm.

2014 – Mr Bonamichi was considered one of the 100 most influential people in Brazil (Época Magazine).

2016 – Plant Expansion:

- New warehouses)
- New WG Herbicides

2017 – New Age:

- new branding
- new purpose
- new future strategies.

2015 – Creation of Innovative Committee

- Agreement established with the main Brazilian Research Institutes
- Professor Velini is a permanent member
- Start to develop innovative formulations.





Our purpose





Reimagining the Brazilian Agriculture

Our purpose is to inspire a new era of development, productivity and growth, creating new possibilities for Brazilian agriculture challenges. Our purpose is our commitment, our reason for existing. It is the difference and the change that we are trying to make in the world.

We Express our Purpose through 3 Pillars

Our pillars are the principles and values that move us.

We have three pillars that guide us in our day to day, they inform and guide our actions and decisions.

Innovating for the Brazilian agriculture.

Developing new products and solutions based on the needs and characteristics of tropical agriculture, in the improvement and better use of the knowledge developed by Brazilian agricultural research, with simplicity, quick answers and less impact.

Constant presence. Building value.

Establishing close and transparent partnerships based on our Brazilian origin and experience, going beyond the commercial approach, present in the daily lives of farmers, partners and farming communities, sharing knowledge, resources and building value.

Growing with Brazilian agriculture.

Encouraging and promoting entrepreneurship, interaction and collaboration among members of the agricultural community, growing together and contributing to the recognition and evolution of Brazilian agriculture.

Innovating for Brazilian Agriculture

Development of global products

Multinational companies develop its products for the global market, with global formulations.

Its research centers are located in the north hemisphere, where:

- Sanitary break (snow)
- Only one crop per year
- Low temperatures
- Low insolation
- Plowing and sort of soil
- Uncovered soil
- Low pest pressure

This conditions are completely different from the tropical environment.



Innovating for Brazilian Agriculture



Brazilian Agriculture Environment:

- High insolation
- High temperatures
- High humidity
- Two crops per year
- High pest pressure
- Excessive rainfall
- Direct planting with straw in the soil

We are developing innovations in formulations aiming:

- Increase of resistance to washing by rain (greater attachment to leaf)
- Faster absorption (prevents application loss by rain)
- Photo protection of the molecule from degradation caused by sunlight
- Better behavior on straw (micro encapsulation/photo protection)
- Better coating (reduction of particle size)
- Better Systemic Behavior
- Reduction of drift

“Ourofino aims to develop, together with renowned research institutions, new formulations adapted to the needs of Brazilian agriculture improving performance and reducing environmental impact”.

Innovating for Brazilian Agriculture

Partnerships with renowned Research Institutions



UNESP - Botucatu
Prof. Edvaldo Velini and his team

- Permanent member of our Innovation Committee
- Total focus on tropical formulations



Institute of Technological Research

- Support for new formulations especially in the area of Biologics



CENARGEN
Dr. Rose Monnerat / Dr. Cabral

- Agreement signed
- New Biological Platform
- Projects already in progress



Dr. Alexandre Neponuceno and his team

- In the final phase to sign a new cooperation in the area of Genetic Engineering (CRISPR/RNAi)

Constant presence. Building value.

Our second pillar is based on understanding the real needs of producers, at the most critical moments of each crop production, developing models of approach and relationship that go beyond the commercial approach, sharing knowledge, resources and building value.

Cereal Team



We have a team trained to bring adequate knowledge to Brazilian agriculture throughout the national territory.

- Sales Team > 80 employee
- 3000 Dealers / Coops
- 300 Sugar Mills

Sugarcane Team





Physical Structure



We Start the Development of our Products in China



Our Office in Shanghai, China

- We have a team of highly qualified chemical engineers
- Our team look for reliable suppliers that have the whole process of synthesis by active ingredient
- Every active ingredient has the highest purity as possible
- In order to guarantee the quality of all raw material, our selected suppliers are regularly audited by our local team.



We Have Modern Laboratories to Develop our Innovative Formulations.

Industrial Formulation Development lab Functions:

- Develop new formulations to the Brazilian agriculture
- Create different prototype for each new product
- Select and validate in lab the best prototype for each a.i.
- Highly qualified engineers and chemicals team
- ISO 17025 certified

Benefit to the Formulation Lab:

- Speed up all the developments of new formulations
- Confidentiality and information security
- Pilot plants – Industrial Technolodge Transference
- Reference in agility due to the modernity of its equipment



Chromatograph



Stability analyzer



Formulation grinding



Tensiometer



Preparation of formulations SC

We Test our Products at our Experimental Farm



We have a modern Experimental Farm:

- Located in Guataporá, São Paulo
- Total area: 1.000 hectares
- Certified by Ministry of Agriculture (MAPA).

Main activities:

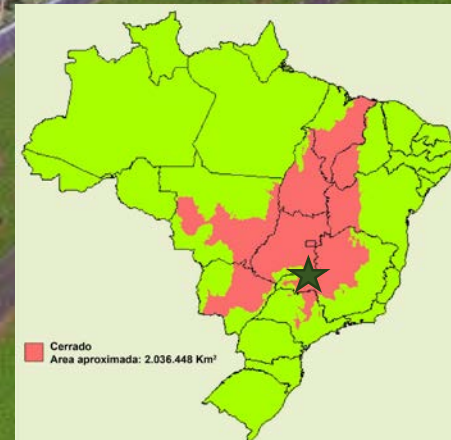
- Official Studies (efficacy e residues)
- Formulations screening
- Selection of the best formulation in the field/bio-tests
- New technical positioning
- Development and test of new products/pre-mixtures
- Cross-contamination studies



Privileged location, modern equipment, highly automated production process, focused on work safety, process quality, employee health and care for the environment. These are some of the differentials of our plant, one of the most modern in the world at the crop protection segment.



ourofino
agrociência



Our Administrative Headquarters is Located in Ribeirão Preto



- ✓ Our administrative headquarters is located in Ribeirão Preto, - São Paulo
- ✓ In our modern facilities operate:
 - marketing,
 - business intelligence,
 - finance,
 - human resources,
 - legal,
 - regulatory,
 - commercial,
 - supply, I
 - logistics,
 - B2B
- ✓ The company currently has a team of more than 350 employees

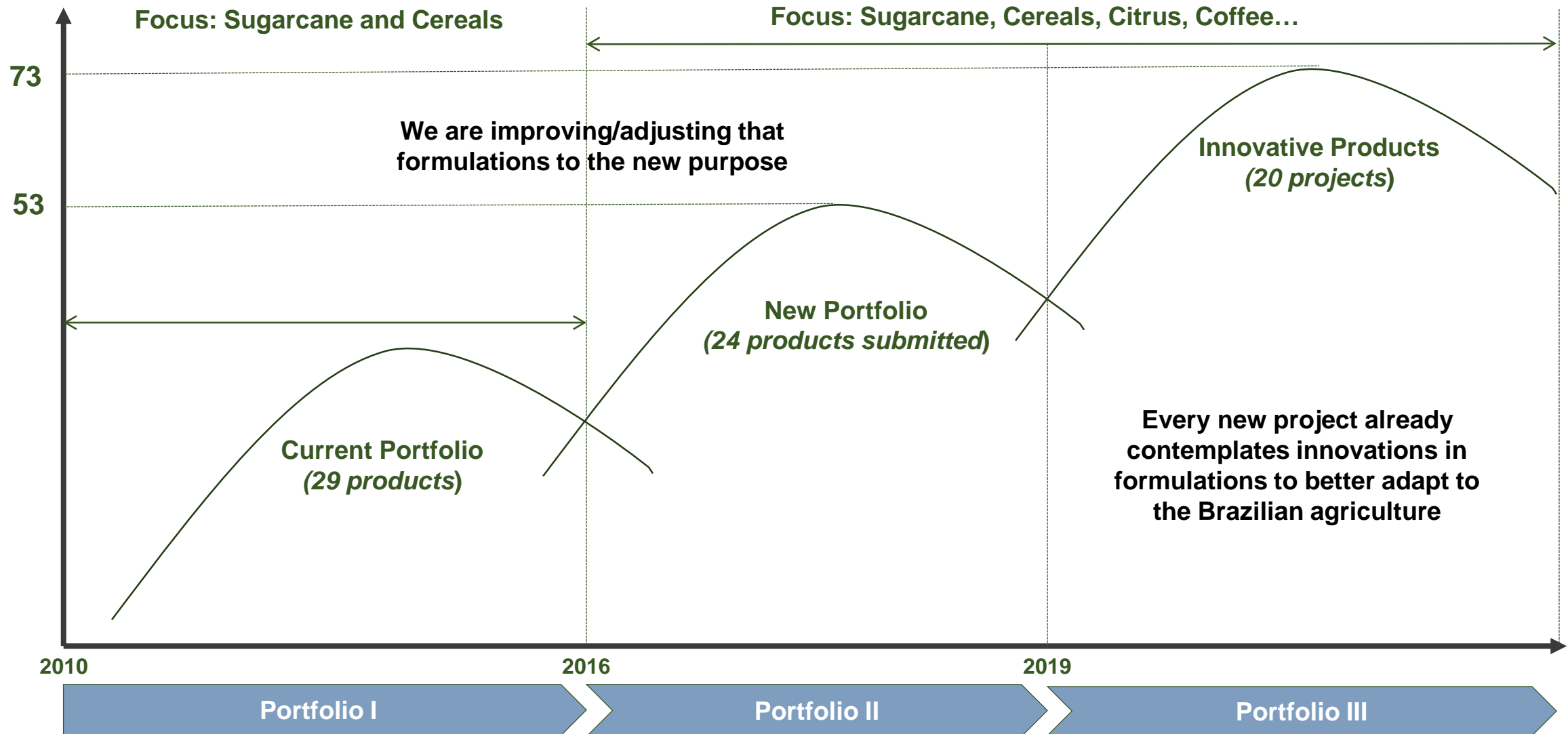
Our Vision of the Future



CROP PROTECTION MARKET IN 2027

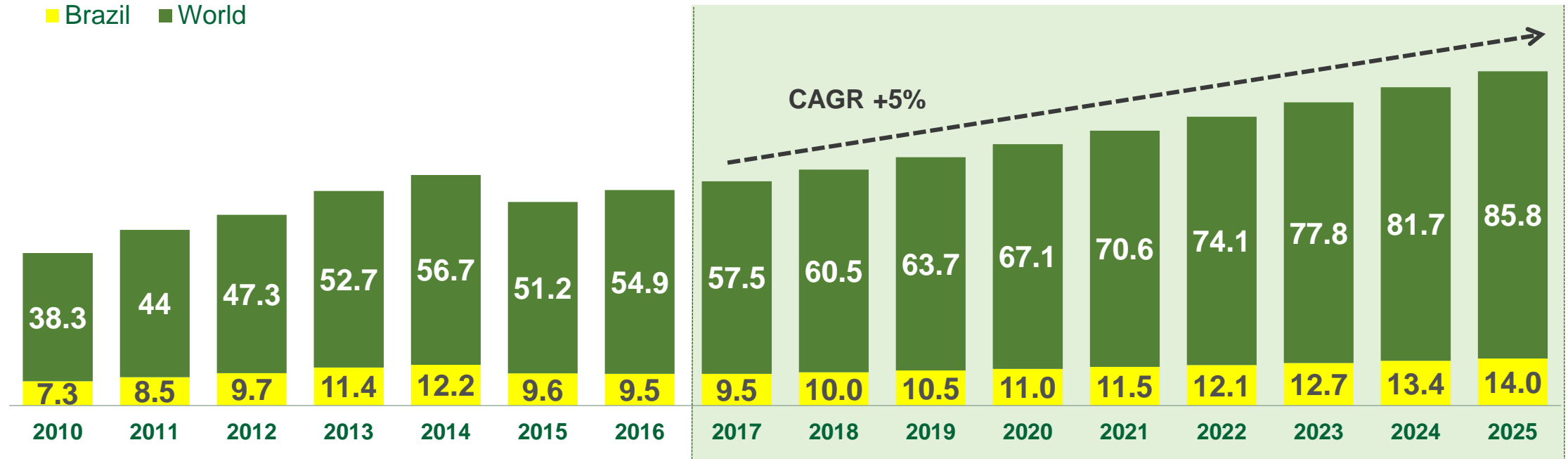
1 - INPUT SUPPLIERS (CROP PROTECTION MARKET)	2 - DISTRIBUTORS (DEALERS)
<ul style="list-style-type: none">• More concentration;• Stronger presence from China and India;• Increasing competition from generic companies;• Dealers and cooperative brands• Merging industries (complete solution providers);• Use of big data, satellites and drones• Lower residual effects of the chemical products;• New GMO varieties - (pests, diseases, droughts...)• Growth of biological products;	<ul style="list-style-type: none">• Strong concentration in emerging markets;• Growth in grains origination and trading;• Growth in credit offering to farmers;• Excellency in relationships and CRM programs;• Strong contractual network of service providers;• Intense competition (trading x cooperatives);• Working with own brands;• Higher percentage of generic products;• Multinational managerial standards and governance;

Ourofino Agrociência Portfolio (Current and Future Products)



Brazilian Crop Protection Market Expected Growth

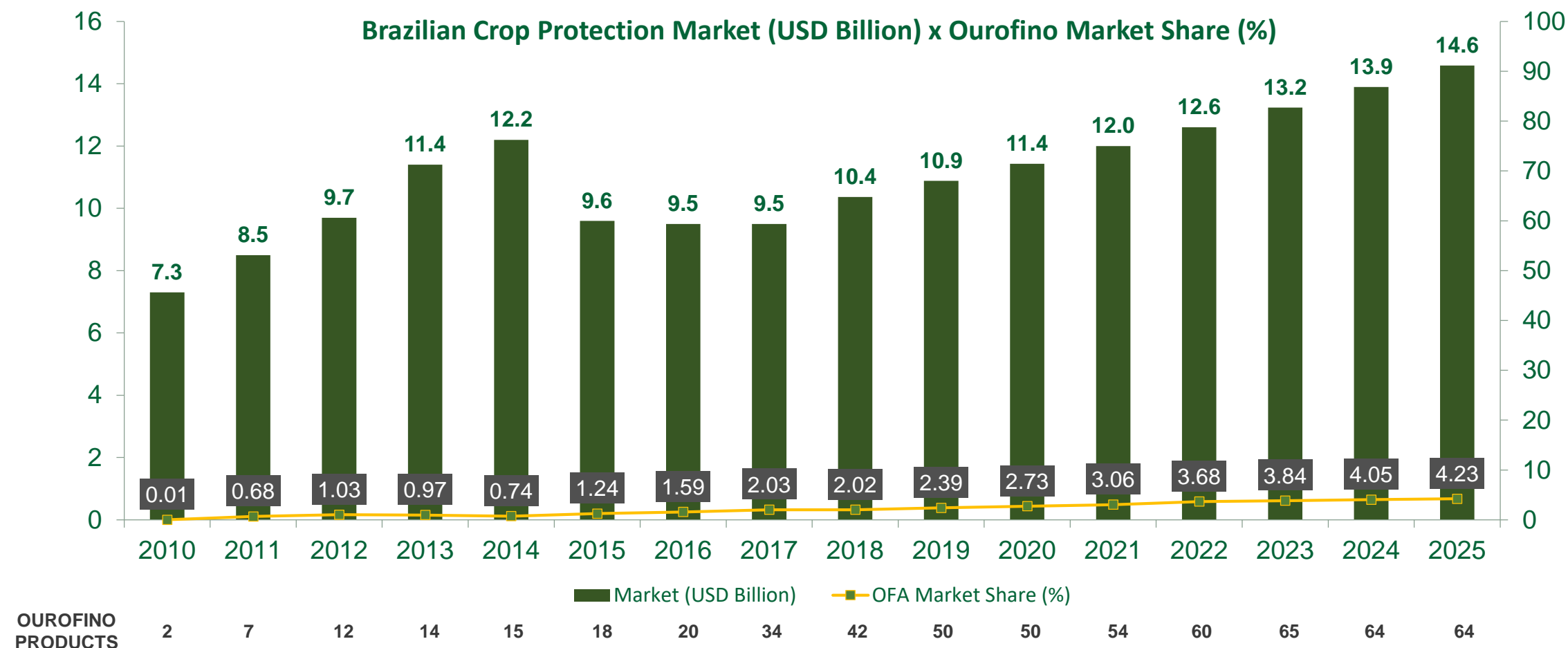
Crop Protection Market (USD Billion)



Source: Statista/Sindiveg (from 2010 until 2015) and MarketsandMarkets (from 2016 until 2021).

- In 2015, the Brazilian market fell considerably due to inventories from 2014, as well as a strong exchange rate fluctuation and a reduction in the availability of credit, causing the market to remain flat until 2017.
- For the next 10 years, due to the great global food demand and the Brazilian protagonism to provide it, we believe that the Brazilian crop protection market will grow up, at least, at the same rate than the world market (5%) according to MarketsandMarkets.

Brazilian Crop Protection Market and Ourofino Market Share¹



Source: Brazilian Market (Sindiveg); Ourofino Market Share and Quantity of Products (Ourofino Team).

¹ Without B2B sales and services.

Note: Ourofino Animal Health has more than 10% MS in Brazil.



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