

[Blaū3]

Results
1Q24



Blaū[®]
FARMACÊUTICA

New Growth Cycle Vision

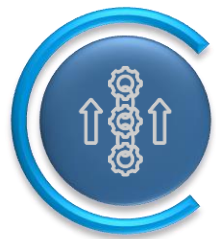
Capturing the investments return



Execution of the launches pipeline, with Total Addressable Market (**TAM**) estimated at **BRL 7.4 billion between 2024 and 2027**.



Capacity expansion following demand growth, with emphasis on the optimization of Bergamo and existing lines and **phased construction of the P1000 Complex**.



Commercialization of strategic products with own API, raising the margin level of these products by **verticalizing and capturing the entire value of the production chain**.



Launch of Monoclonal Antibodies, new generation of high value-added biologics drugs (TAM of BRL 5.6 billion), with the potential to **raise the Company's sustainable margin level**.



Internationalization and search for new geographies, with increased revenue in strong currency and access to new markets. Highlights include investment in **Prothya** (it also allows us to explore new markets with better positioning), expansion of plasma collection in the USA (**Hemarus**) and increased exports to **LATAM Affiliates**.

International

- **Hemarus:** Construction of the Flamingo center continues to evolve, with expectation of opening in 2H24. North Miami already in operation and in the process of ramp-up.
- **LATAM Affiliates:** office launch in Uruguay. In the future, it should have the capacity for final packaging and centralize logistics for Latin America.

Bergamo

- **Optimization of production line** of lyophilized oncology, with the production of Blau's medicines at the Bergamo facility.
- Fixed cost dilution and increased margins.
- Potential to reach the same level of margin of other Blau's facilities.

Medytox Partnership

- ✓ **Botulinum toxin supply agreement** for 5 years with a total value of USD 73 million (in COGS, no immediate disbursement).
- ✓ Partner's potential to add new aesthetic products to the portfolio more quickly.
- ✓ Opportunity to expand to LATAM Affiliates.



1Q24 Financial Highlights

**Net
Revenue**



1Q24 vs.
1Q23

**Gross
Margin**



1Q24 vs.
4Q23

**EBITDA
Margin**



1Q24 vs.
4Q23

**Net
Margin**



1Q24 vs.
4Q23

Inventories

4th consecutive quarterly reduction, from 296 days in 1Q23 to 225 days in 1Q24.

Cash Generation

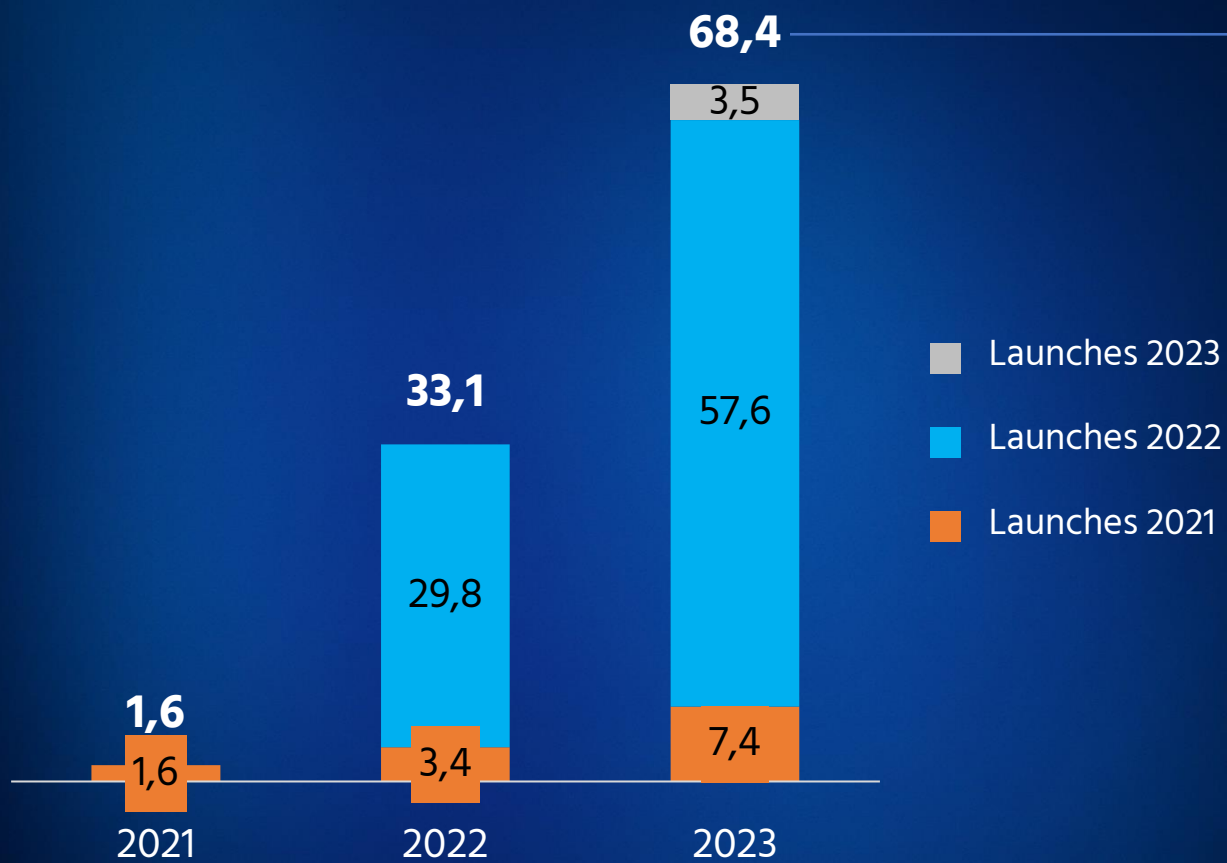
Cash Generation of BRL 73 million, allowing **reduction of BRL 45 million in Net Debt.**

Strong Balance Sheet

0.3x leverage allows **resilience and strategic flexibility.**

Revenue of Launches

(BRL mi)



TAM Launches
(BRL mi)

X

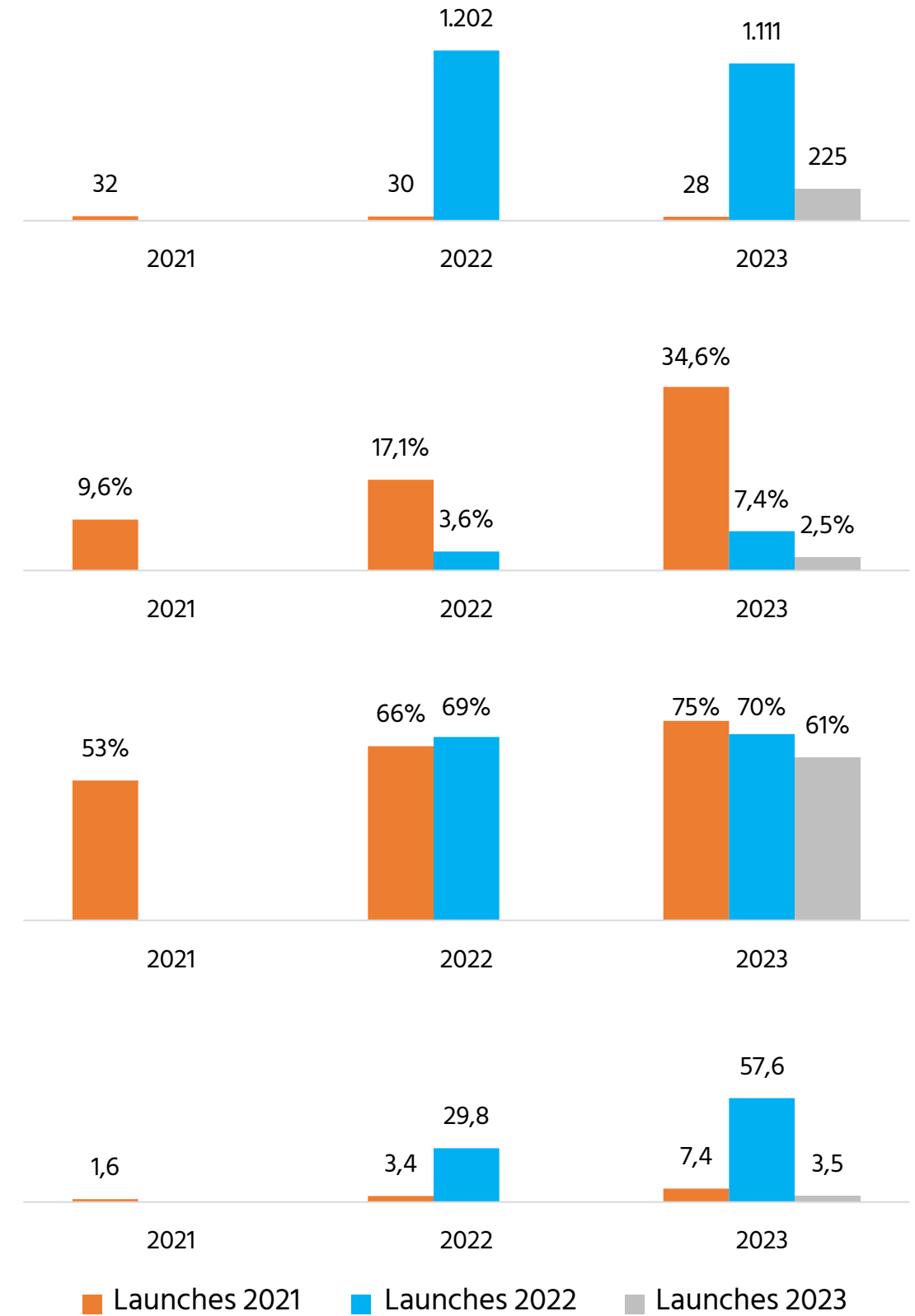
Average Market Share of Launches
(%)

X

TAM to Net Revenue Conversion Ratio
(%)

=

Net Revenue Blau Launches
(BRL mi)



Pipeline 2024-2027

(BRL mi)

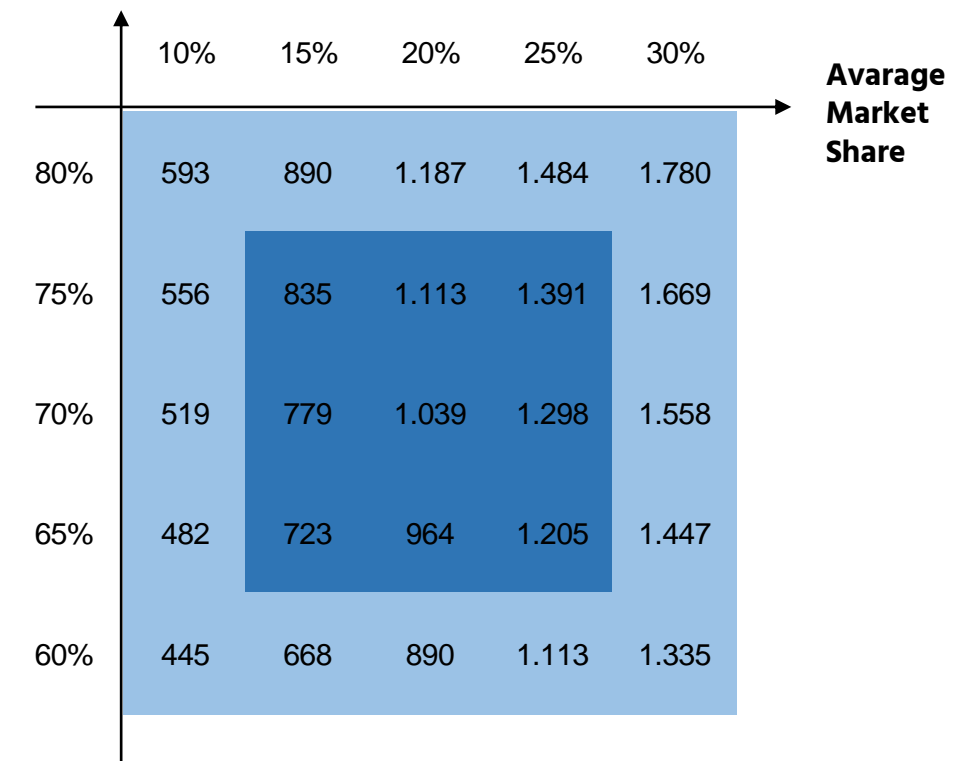
Year	TAM	Launched	To Launch
2024	714	239	475
2025	1,412	0	1,412
2026	2,216	0	2,216
2027	3,077	0	3,077
Total	7,418	239	7,179

3 Launches in 1Q24 with TAM of BRL 239 mi:

- ✓ Temozolomide
- ✓ Miconazole
- ✓ Docetaxel

Sensitivity Analysis - Net Revenue Pipeline

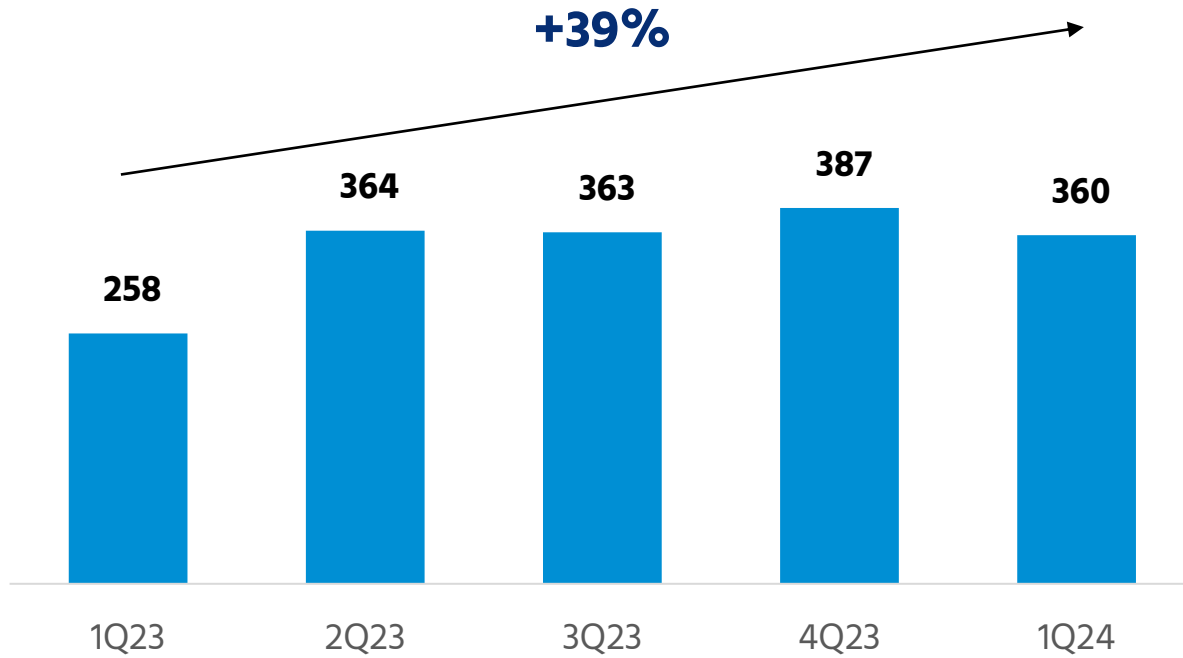
(BRL mi)



TAM to Net Revenue Conversion Ratio

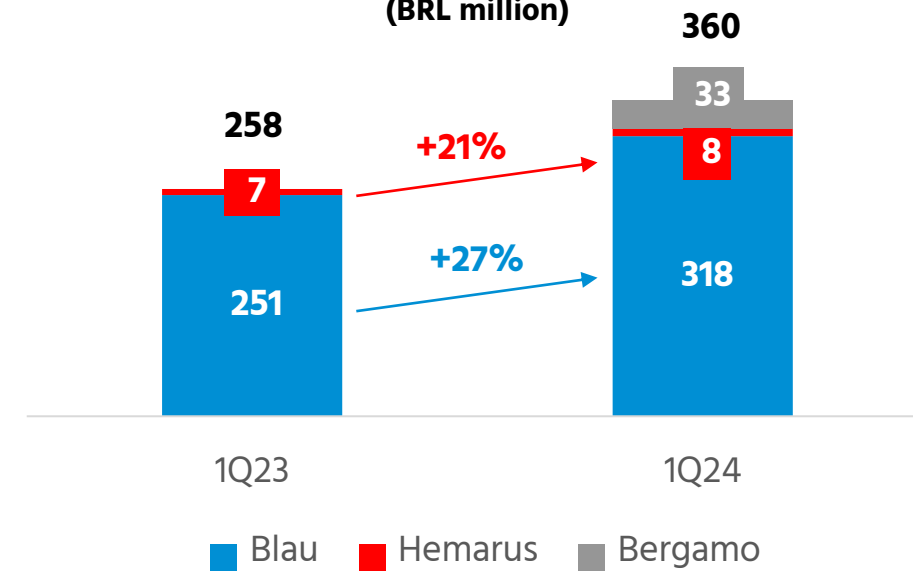
Consolidated Net Revenue

(BRL million)



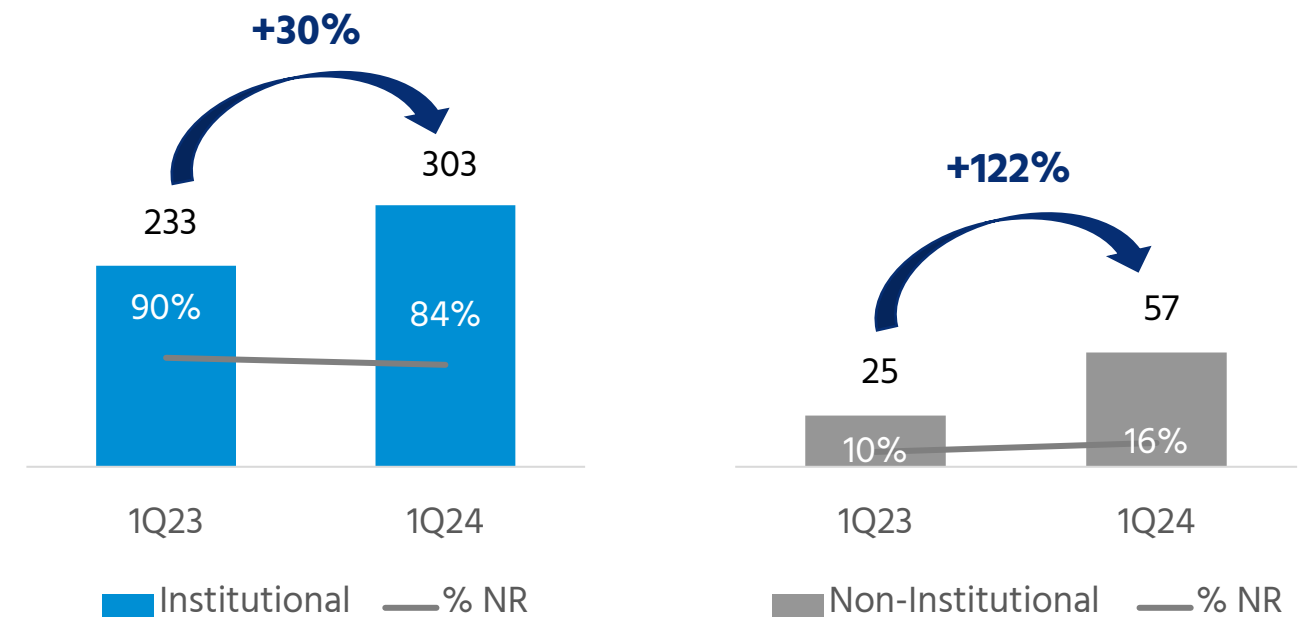
Net Revenue by Company

(BRL million)



Net Revenue by Segment

(BRL million and %)



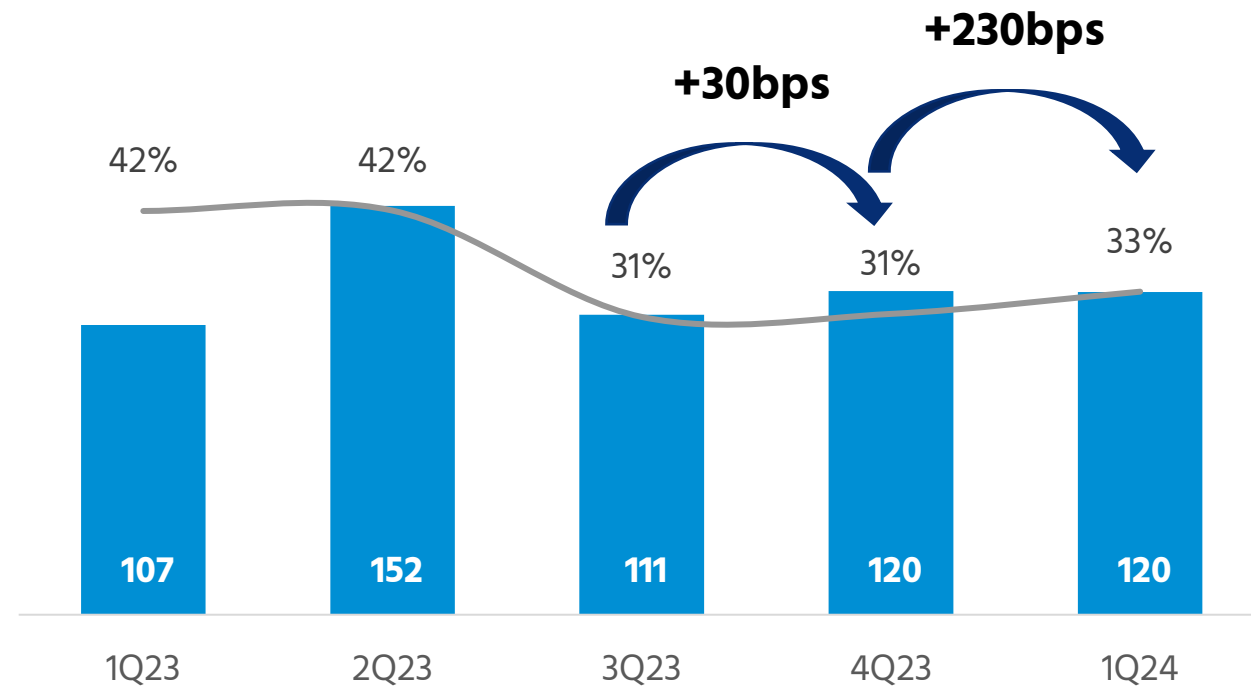
Comments:

- Resumption of revenue growth (+39%), including organic (+27%).
- Negative calendar effect compared to 4Q23.
- Segregation of the Company's commercial areas into BUs, with focused management and more appropriate solutions for each of its markets.

Gross Profit and Recurring Expenses

Gross Profit

(BRL million and % Net Revenue)

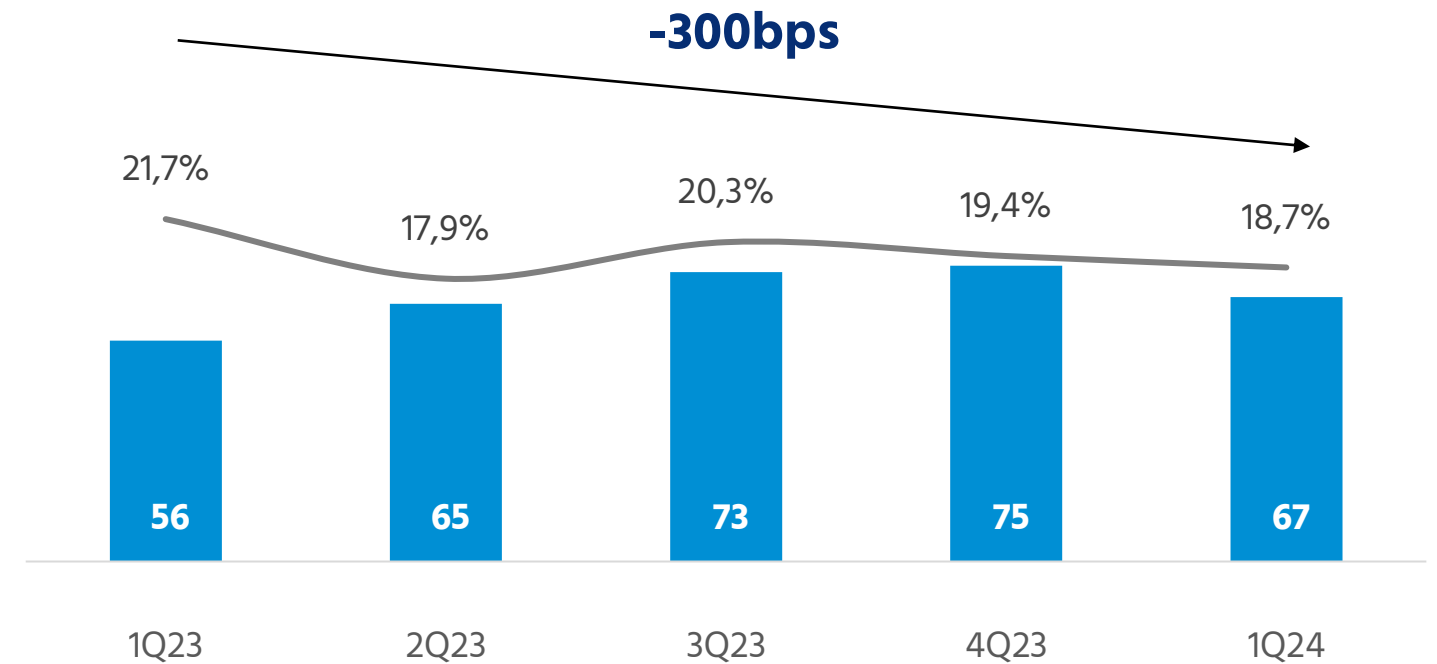


Comments:

- Sequential evolution of Gross Margin, which intensified in 1Q24.
- Key drivers in the short term are captured gradually:
 - Operating leverage by revenue growth.
 - Optimization of Bergamo's operation.
 - Inventory turnover, with lower replacement cost.
- 1Q24 vs. 1Q23 margin impact due to mix, pricing and Bergamo.

Recurring Expenses

(BRL million and % Net Revenue)



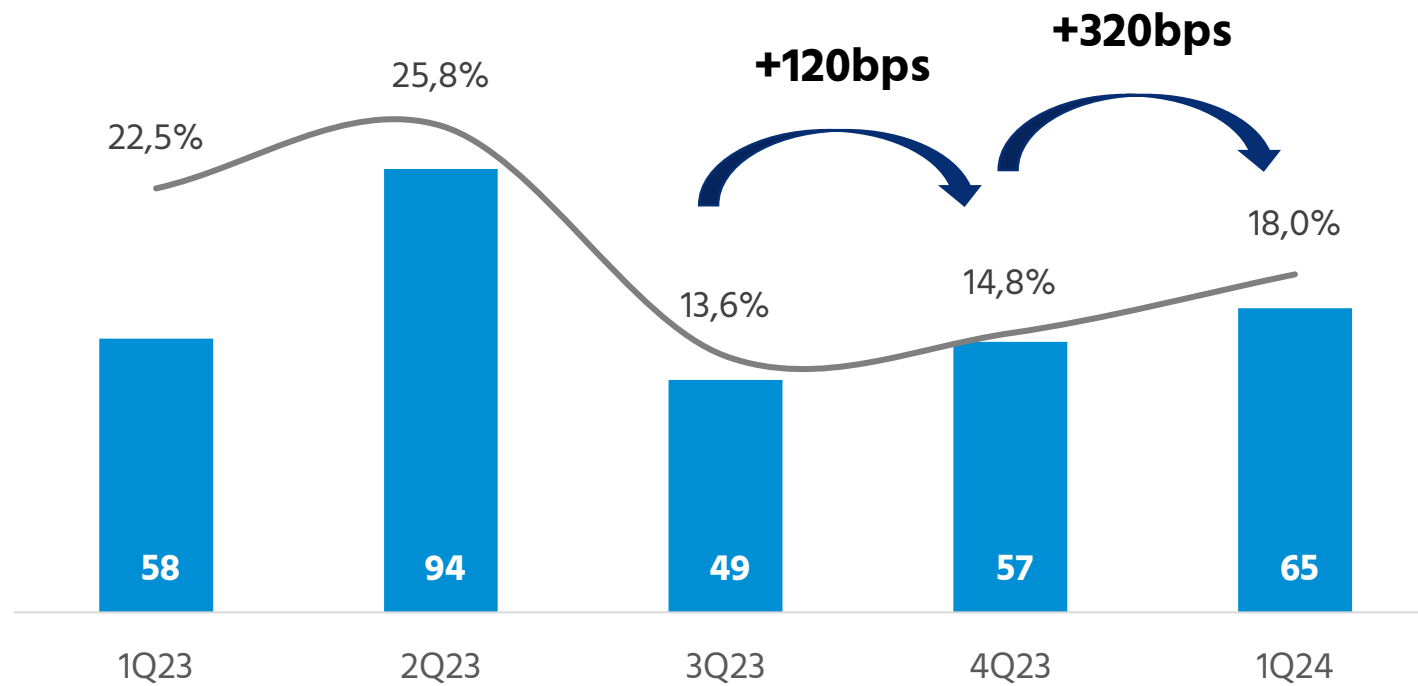
Comments:

- Revenue growth diluted expenses by 300bps in 1Q24 vs. 1Q23.
- 1Q24 vs. 4Q23, nominal reduction of BRL 8 million:
 - Sales expenses stable.
 - G&A impacted by severance pay, readjustment of the corporate structure and non-recurring expenses.
 - Lower RD&I expenses, following the project schedule, related to materials for development.

Recurring EBITDA and Net Income

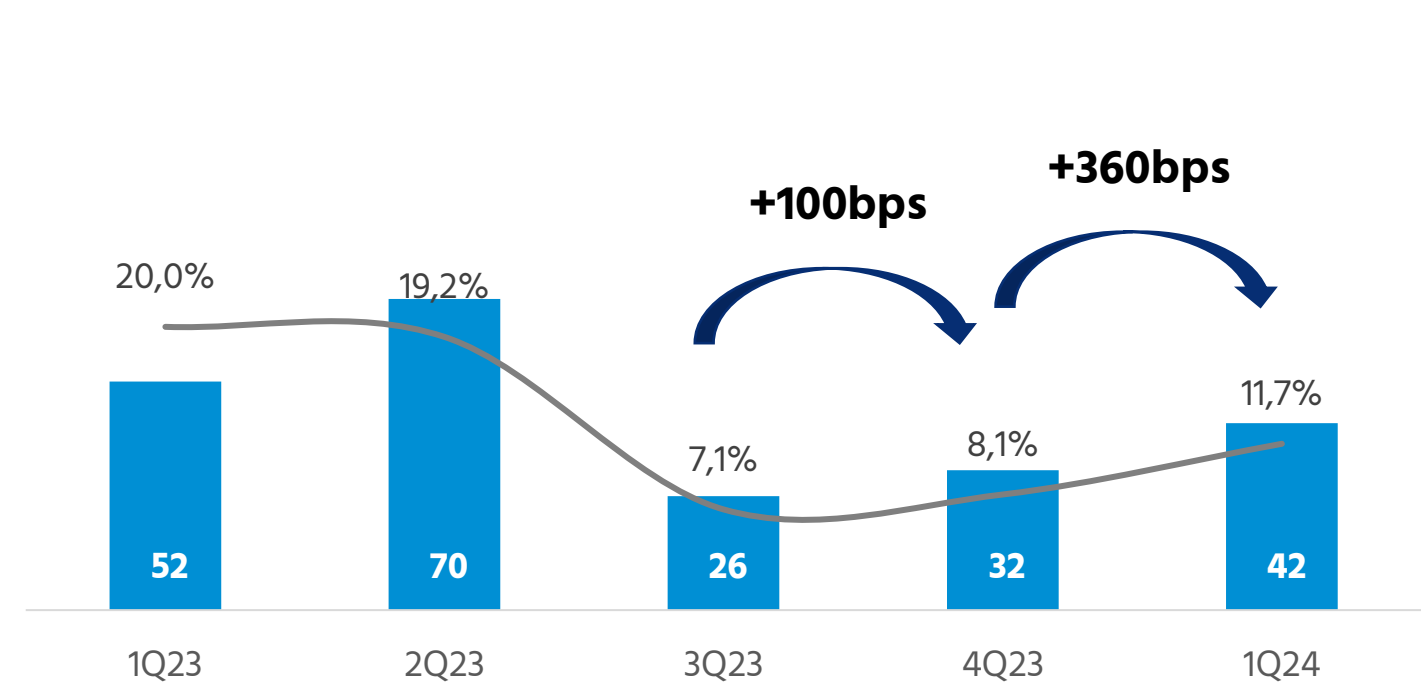
Recurring EBITDA

(BRL million and % Net Revenue)



Recurring Net Income

(BRL million and % Net Revenue)



Comments:

→ Sequential improvement of Recurring EBITDA in the last 2 quarters, mainly due to:

- Revenue Growth.
- Gross Margin Evolution.
- Dilution of Expenses.

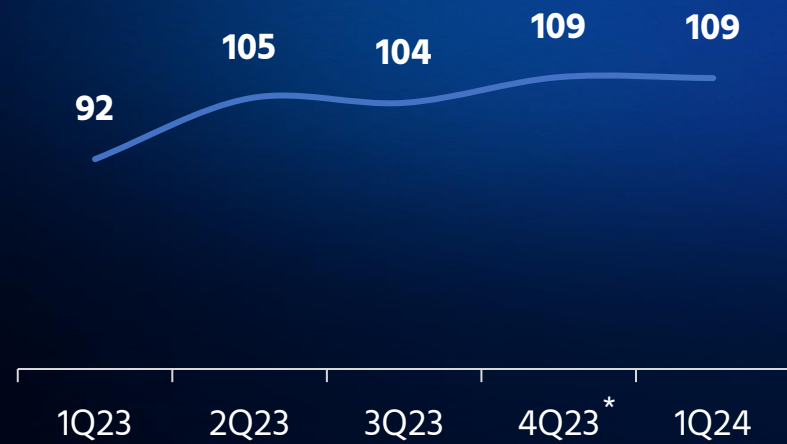
Comments:

→ Sequential improvement in Recurring Net Income, both in margin and nominal value:

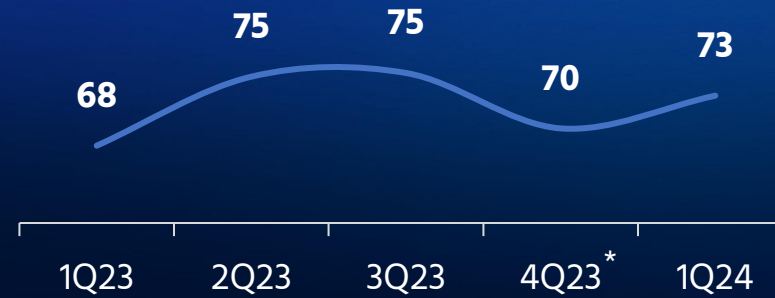
- Reflection of operational improvement.
- Financial result reflecting variation in cash and debt.
- Lower effective tax rate, with deferred tax from Bergamo and announcement of BRL 22 million of interest on equity in 1Q24.

Working Capital and CAPEX

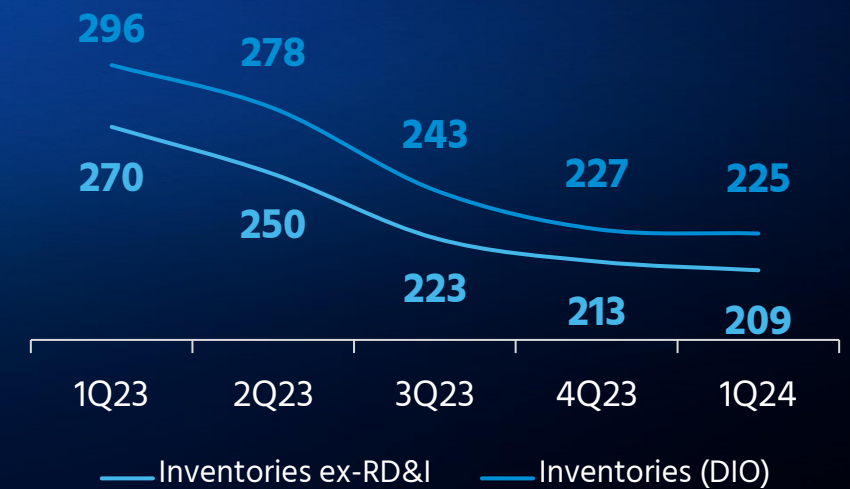
Accounts Receivable from Clients (days)



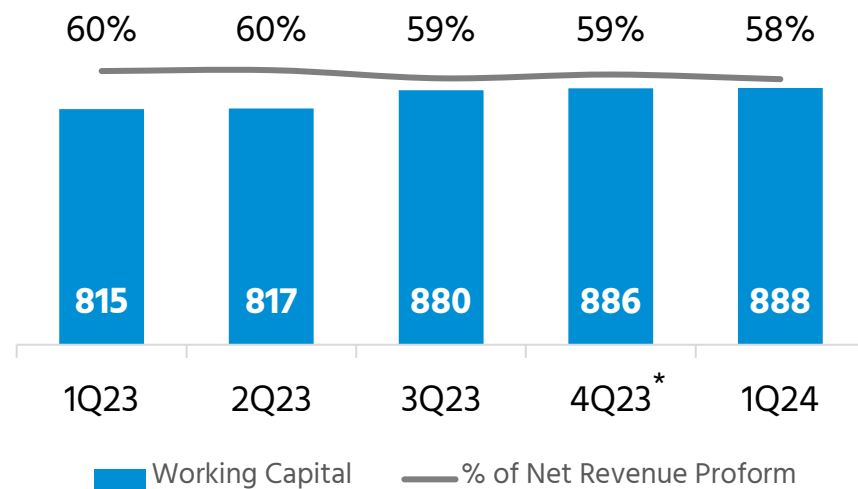
Suppliers (days)



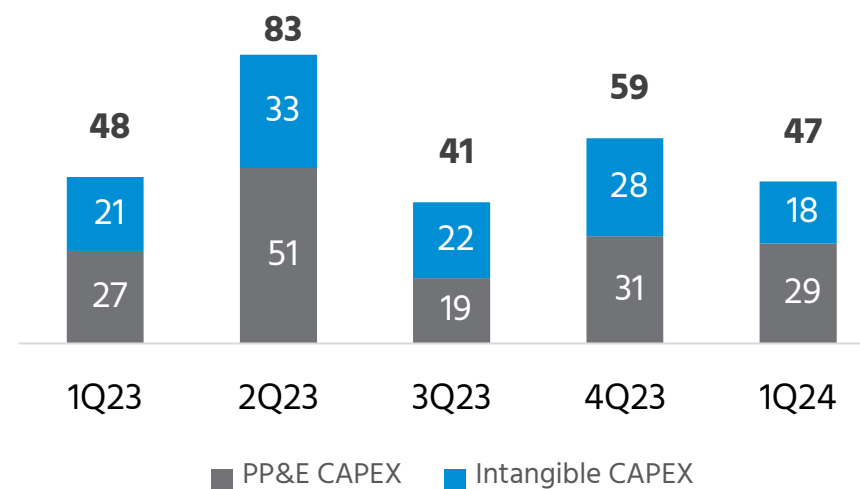
Inventories (days)



Working Capital (BRL mi and %NR)



CAPEX (BRL mi)



Comments:

- Optimization of working capital to 58% of Net Revenue in 1Q24.
- Inventories showed the 4th consecutive quarterly decrease in days.
- Client receivables impacted by healthcare chain still under pressure.
- Adequacy of CAPEX rhythm until the beginning of construction of the P1000 Industrial Complex.

*Considering accounting accounts of the same nature contemplated in other groups of the financial statements of BRL 16 million, being BRL 4 million from clients and BRL 12 million from suppliers.

(BRL million)	03/31/2024	12/31/2023	03/31/2023
Short Term	66	70	78
Long Term	500	500	200
Gross Debt	566	570	278
Cash and Investments	448	407	621
Net Debt	118	163	(344)
EBITDA LTM	371	368	417
Leverage	0,3x	0,4x	-0,8x

1Q24 vs. 4Q23 Variations:



→ Leverage reduction from 0.4x to 0.3x

Comments:

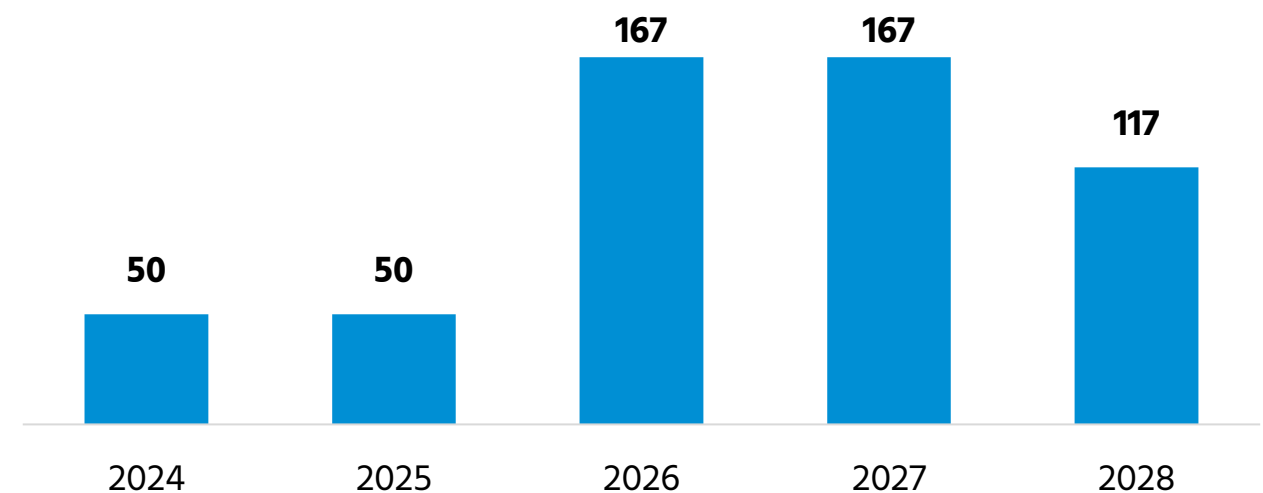
→ Increase in cash generation vs. 4Q23 and 1Q23:

- Operational improvement.
- Optimization of working capital, especially inventories.
- Adequacy of the CAPEX rhythm.

→ In 1Q23, the Company had net cash, as it had not yet made the investments in Bergamo and Prothya.

Amortization of Debentures

(BRL mi)



Q & A



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