

The logo for Blau3, featuring the word "Blau3" in a white, rounded, sans-serif font, enclosed within large, light blue square brackets. The background is a dark blue overlay of a modern building with a central tower and palm trees.

[Blau3]

3Q23
RESULTS

QUARTER HIGHLIGHTS



Record of investments in the quarter reaching **BRL316 million**



Bergamo consolidation
Integration began in 3Q23 with **synergies** expected as of 1Q24



Investment in **Prothya (EUR50 MM)**
Blau is the first Brazilian company to be part of **fractionation companies and producers of medicines derived from human plasma.**



Launches in ramp-up process:
Portfolio launched in 2021: 29% *market share*
Portfolio launched in 2022: 10% *market share*
Portfolio launched in 2023: 7% *market share*



Investments in RD&I reached BRL31 million and **partnership with Simillis Bio** follows the schedule, with the **installation of high capacity bioreactors (3,000 liters)**



Net income reaches **BRL99 million**, driven by the bargain purchase of Bergamo



P1000: SUDENE Protocol in October 31.

Blau invests EUR 50 million in Prothya Biosolutions

Blau is the first Brazilian company to be part of this global group of companies that fractionate and produce products derived from human plasma.

Deal Structure:

- Convertible loan agreement
- EUR50 MM
- 20% stake
- Seat on the Board of Directors

Internationalization strategy:

- Revenues in strong currencies
- Verticalization of strategic products lines
- Platform for distribution of products in the US and Europe.



Plasma collection and fractionation, and production of **blood products** Company



Dutch company that has been a **partner of Blau for over 30 years**, which has **over 65 years of experience in the sector**



2 industrial facilities, in Brussels and Amsterdam; **and own RD&I center**



4 proper collection centers in Hungary, with **long-term plasma supply agreements with Dutch authorities and One Blood**



Net Revenue of €244 million in 2022



Products sold in the **European Union, Latin America (through Blau)** and other regions and CMO contracts with big companies

Beginning of Bergamo Laboratory Integration

The union of Blau and Bergamo creates the group with one of the largest onco-hemato portfolios and with the largest production capacity in Brazil in this line of medicines



Net Revenue of BRL188 MM in 2022

vs. BRL185 million in 2021



More than 25 drugs with TAM of BRL2.8 Bi

In 39 presentations (18% market share)



USD35 million* value of transaction

Approximately BRL 172 million



BRL50 million invested in the facility

State-of-the-art production lines with modern equipment



Integration as of 3Q23

Amgen's IT and financial support until the migration of systems to Blau (TSA), synergies as of 1Q24:



Operating Leverage from joint processes;



Combination of Portfolio and business model;



Use of **available productive capacity**;



Increase of **negotiation power**.

*USD28 million referring to transaction value and USD7 million referring to the excess of cash and other adjustments.

We have a robust pipeline to support our future growth

ADDRESSABLE MARKET IN THE YEAR OF LAUNCH (IN BRL MILLION)

	2023 Registered until Sep. 30	2023 Not Registered Yet	2024	2025	2026
Total Pipeline	713	18	982	2,390	3,389

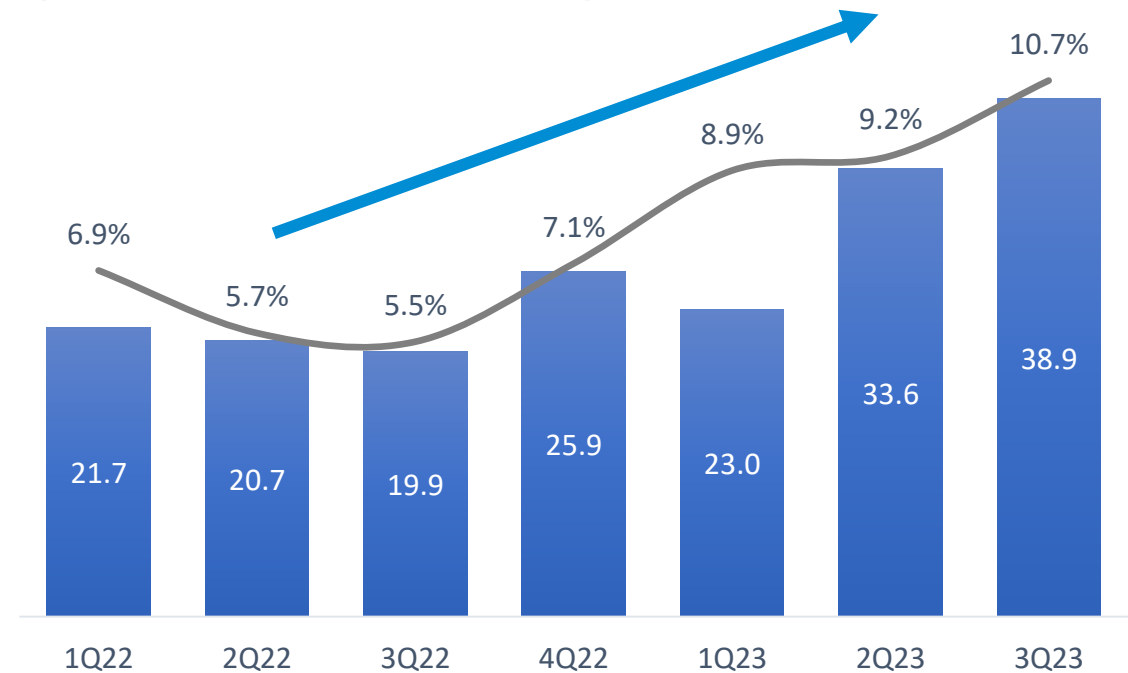
Registered and launched until 09/30/2023: TAM of BRL 163 million

**BRL 7.5
billion**
Of addressable
market (TAM)

Performance of products launched in September 30th:

	2021	2022	2023
Launches	2 products and 2 presentations	7 products and 1 presentation	3 products and 1 presentation
TAM Launches Excluding new presentation	29	1,201	163
Market Share Launches Excluding new presentation	29%	10%	7%

Launches Revenue Growth (BRL million and % of Net Revenue):





Our plasma collection operation is in accelerated ramp-up process

BLAU
B3 LISTED NM

1st CENTER – LAUDERHILL

- Reached breakeven in 2Q23.
- Revenue of USD 1.5 million in 3Q23.
- New donators: +6% vs. 3Q22.

2nd CENTER – NORTH MIAMI

- Received all the necessary licenses to begin the operation.
- Opening scheduled for: December/2023.

3rd CENTER – FLAMINGO

- Construction began in September.

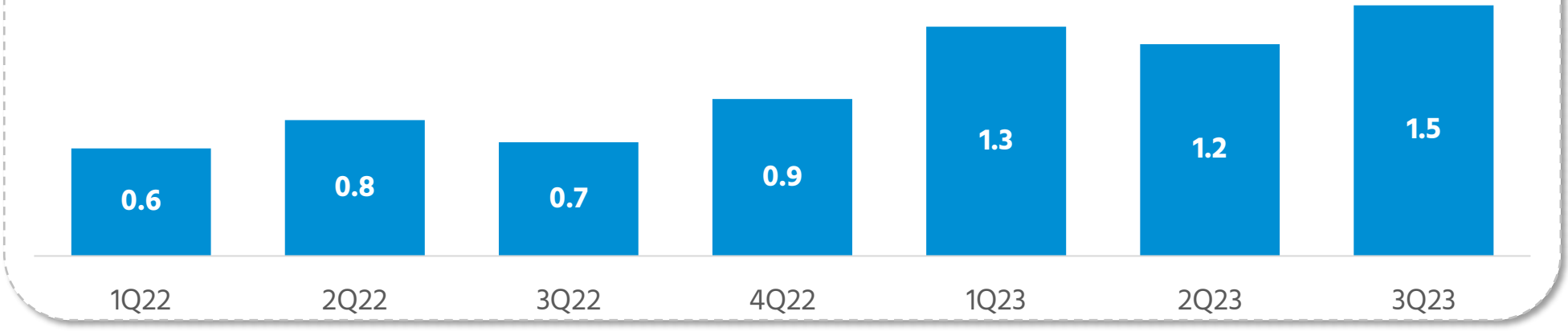
4th CENTER – JACKSONVILLE (acquisition of 25%)

- Strategic purchase (“master” license).
- 66% of maximum capacity (55.000 liters/ year).
- Collection expansion.

5th and 6th CENTER

- Prospecting.

Hemarus Revenue (USD million) in ramp-up process



ESG: innovating in health, respecting life and preserving the planet

In this quarter, the ESG area focused its efforts on planning activities and directing the projects of 2024

SOCIAL



- **Donation of more than 1,000 food baskets** to help locals in Rio Grande do Sul, due to the devastating rains in the region.



ENVIRONMENTAL & INNOVATION



- Received the award **“Grandes Cases de Embalagem”** from the magazine **Embalagem Marca**. Blau is awarded for the second consecutive year by this magazine.



GOVERNANCE

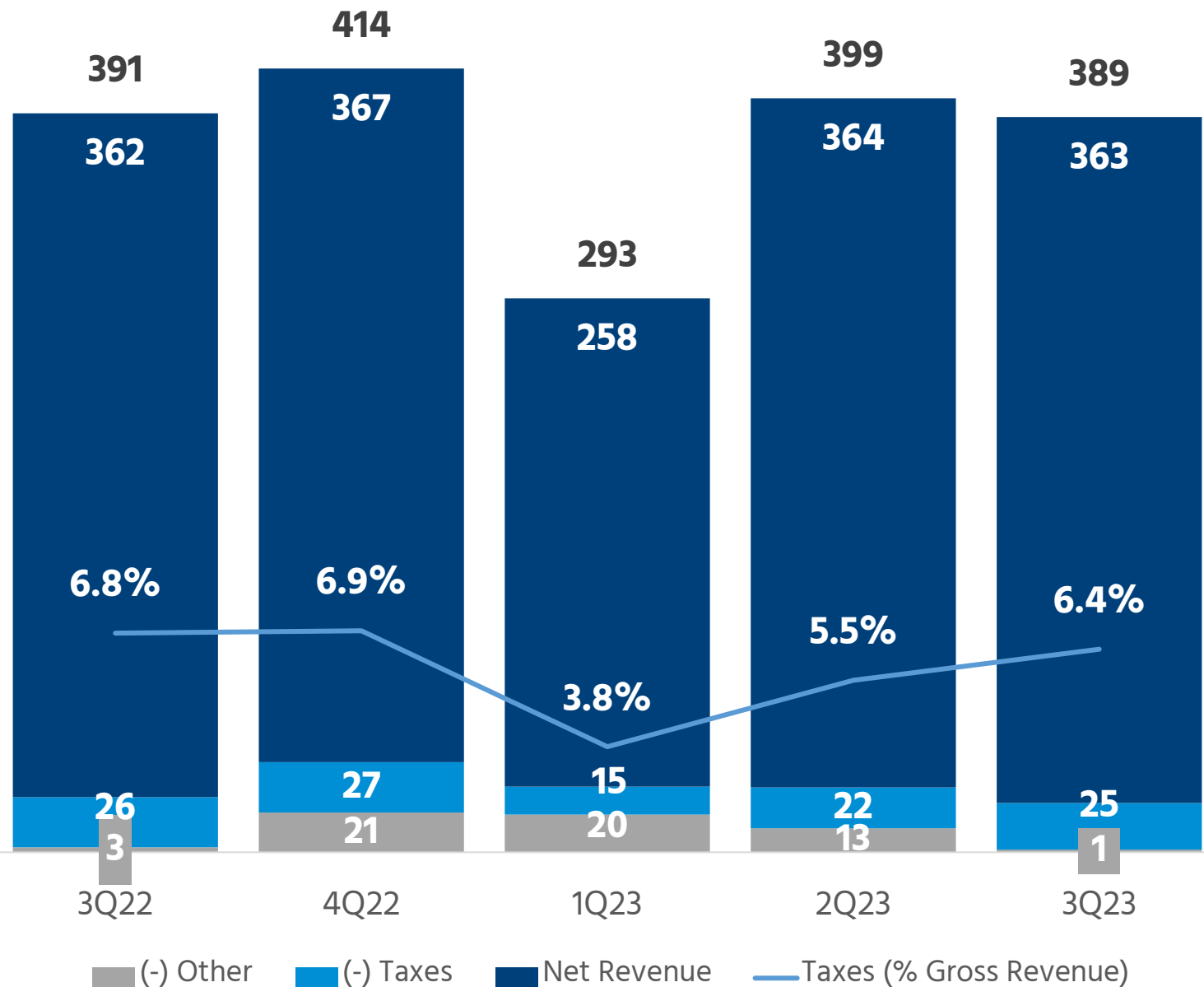


- **Sustainability Report published**, following **Global Reporting Initiative (GRI)** guidelines and containing the main financial, environmental, social and governance highlights reached by the Company in 2022.

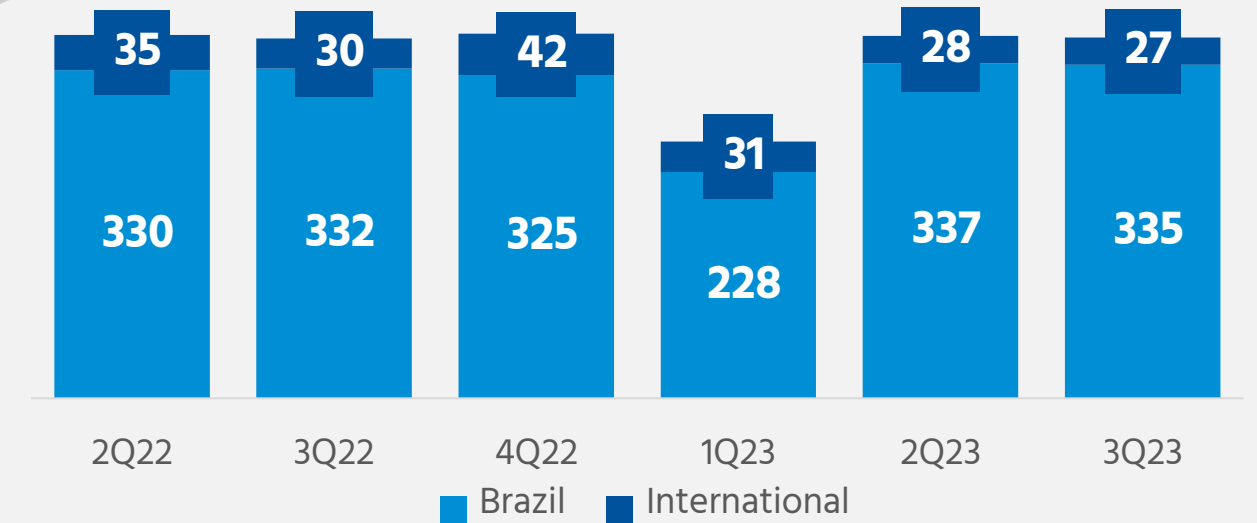


Gross and Net Revenue

Gross Revenue (BRL Million)



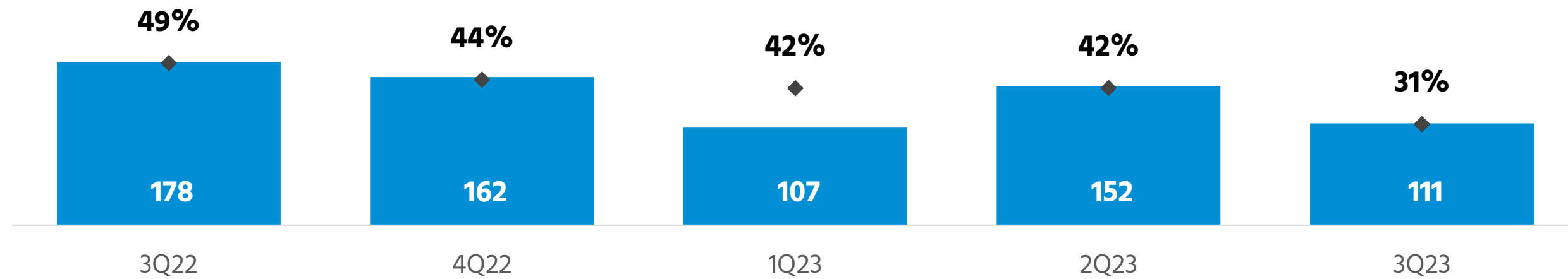
Net Revenue (BRL Million)







- (i) Specialty Unit Revenue grows in 3Q23 vs. 3Q22 and vs. 2Q23:** Capacity increase after the start of the new facility (P210) in 2Q23.
- (ii) Launches continue to grow to 10.7% of Net Revenue in 3Q23 vs. 9.2% in 2Q23 (5.5% in 3Q22);**
- (iii) New operations gaining share in Net Revenue:**
 - Hemarus reaching 2.0% of Net Revenue (vs. 1.7% in 2Q23);
 - LATAM affiliates: 6.4% (vs. 5.9% in 2Q23);
 - Bergamo 10.7% (vs. 0.0% in 2Q23).

Gross Profit and Gross Margin (%)

Gross Profit (BRL Million) and Gross Margin (%)

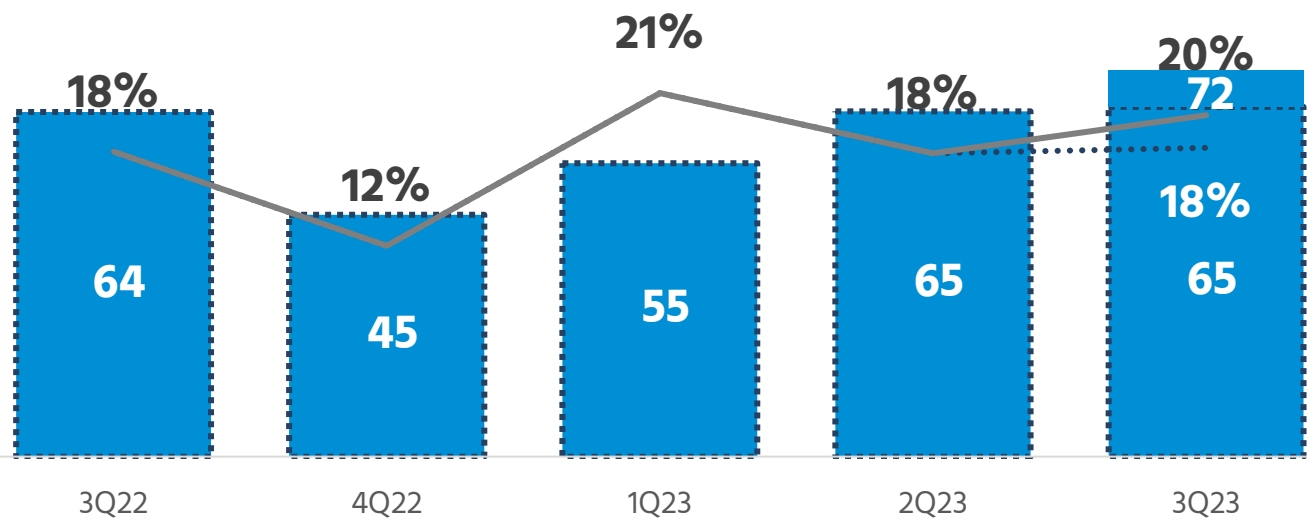


Gross Margin negatively impacted by:

-  Bergamo's Consolidation;
-  More unfavorable product mix in terms of Margin;
-  Hemarus in ramp-up process;
-  Old inventory turnover, purchased at a higher cost.

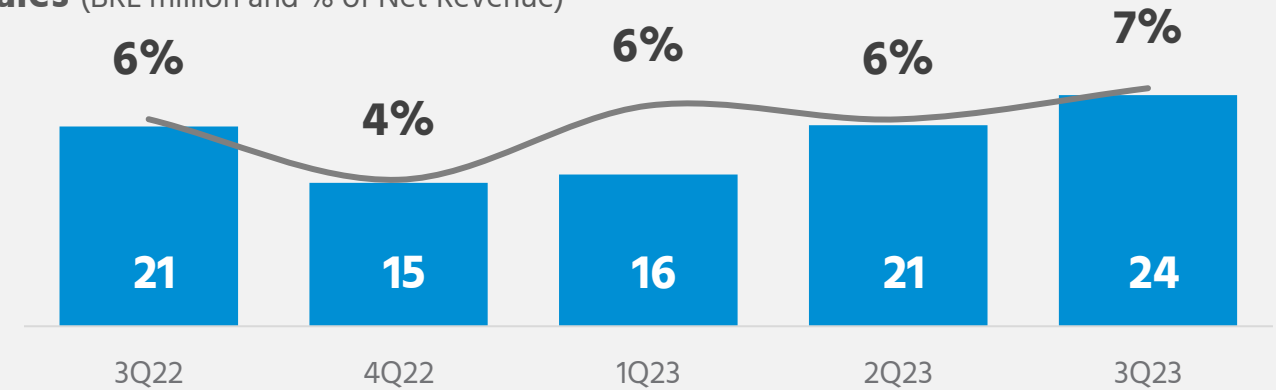
Operational Expenses

Operational Expenses¹ (BRL million and % Net Revenue)

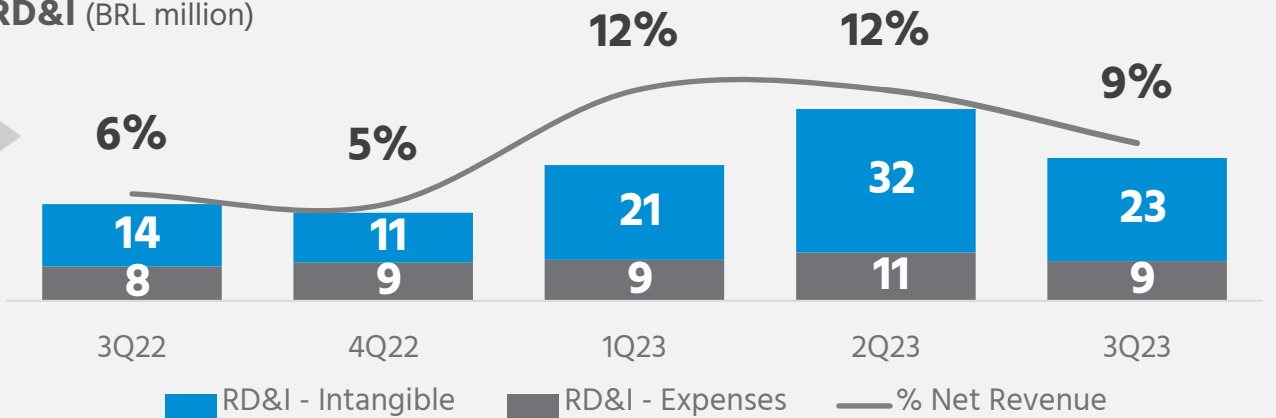


 Recurring OPEX (BRL million) OPEX (BRL million)
 % of Net Revenue (Recurring) % of Net Revenue

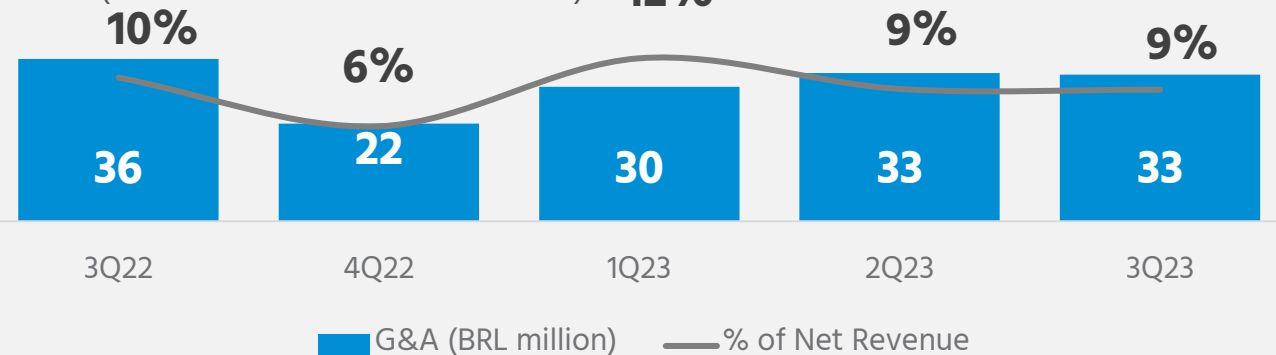
Sales (BRL million and % of Net Revenue)



RD&I (BRL million)



G&A² (BRL million and % of Net Revenue)

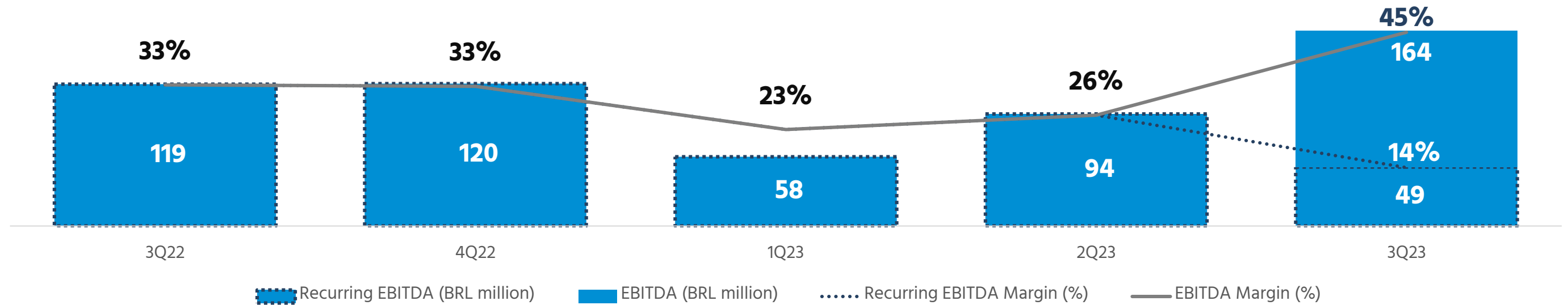


¹ Operating Expenses (Total) includes Other Net Operating Expenses, plus Sales, R&D, and G&A in the charts on the side.

² Adjusted by Non-Recurring Expenses.




EBITDA and EBITDA Margin (%)

EBITDA (BRL Million) and EBITDA Margin (%)



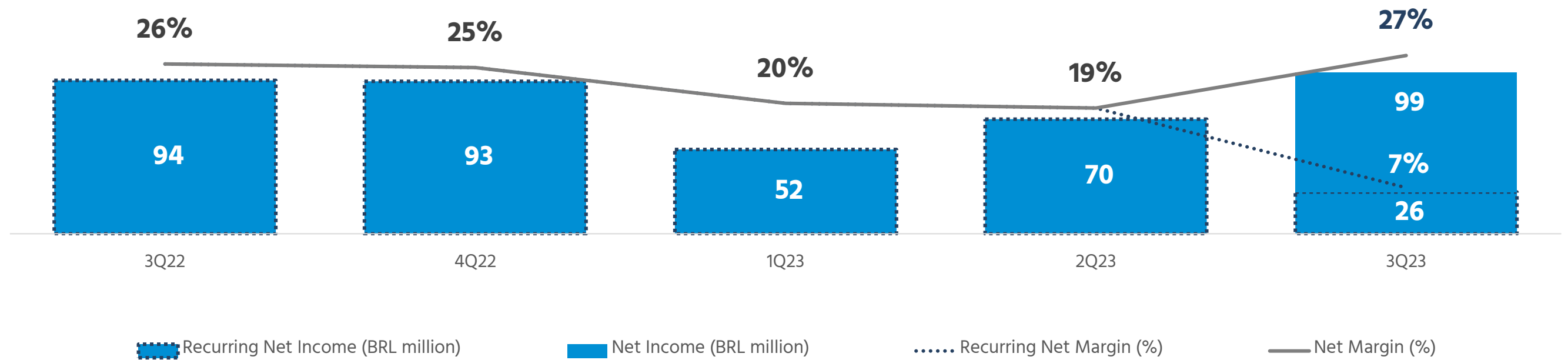
EBITDA margin impacted by Bergamo's integration

Non-recurring events impacted Operating Expenses:

-  BRL3 million related to Bergamo's 'restructuring and integration' that impacted Expenses;
-  BRL4 million related to Expenses dedicated to 'M&A projects';
-  BRL121 million related to the bargain purchase of Bergamo.

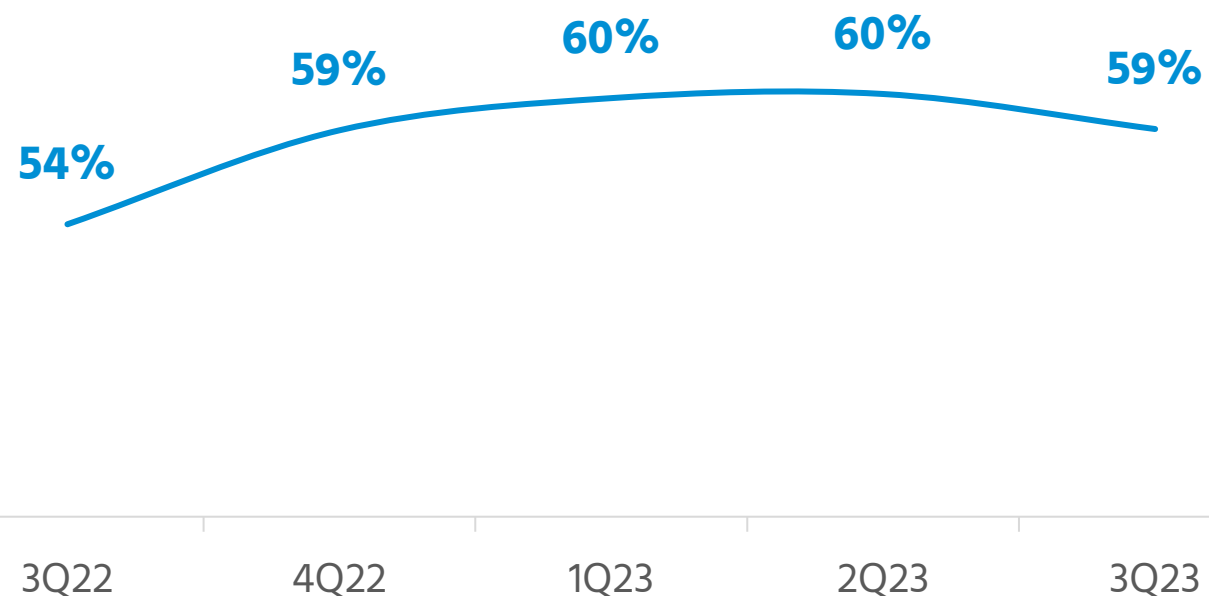
Net Income and Net Margin (%)

Net Income (BRL Million) and Net Margin (%)



CAPEX and Working Capital

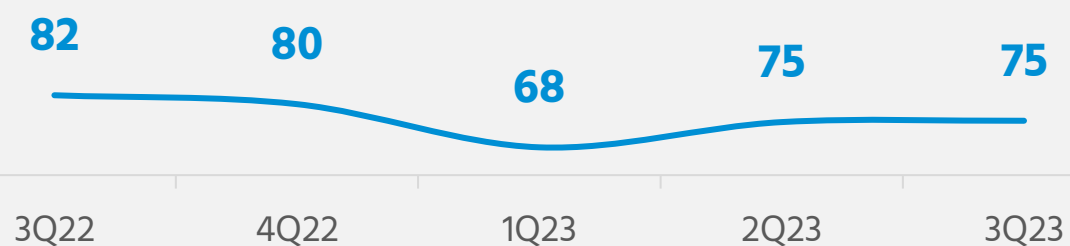
Working Capital* (% Net Revenue)



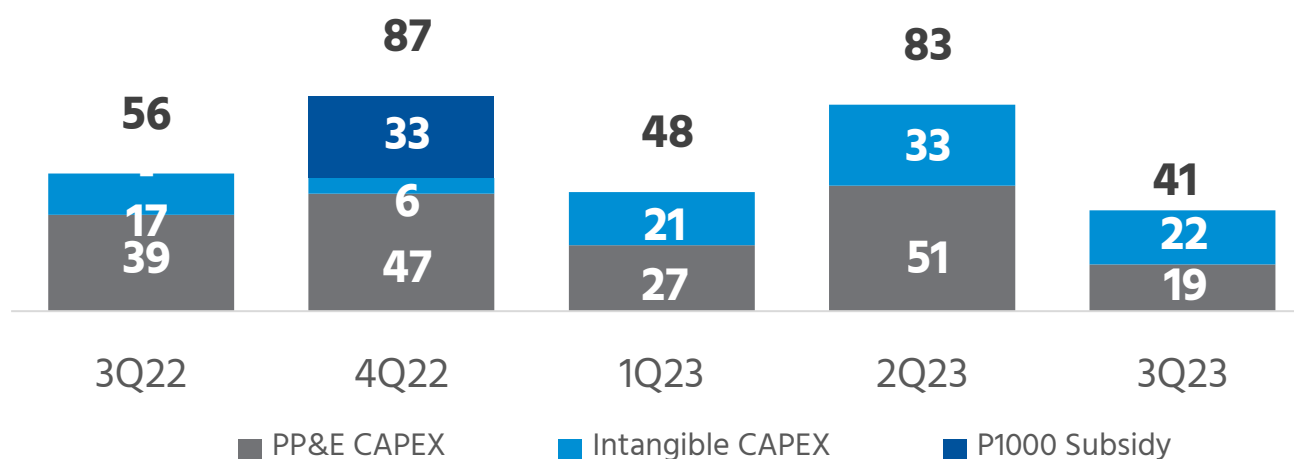
Clients accounts receivables [DSO] - (#days)



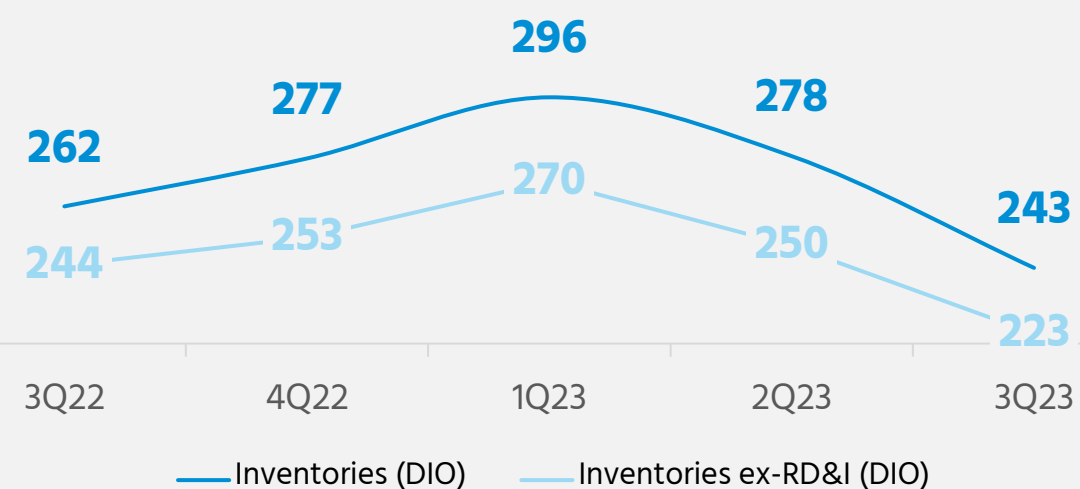
Suppliers (DPO) - (#days)



Capex** (BRL Million)



Inventory [DIO] - (#days)



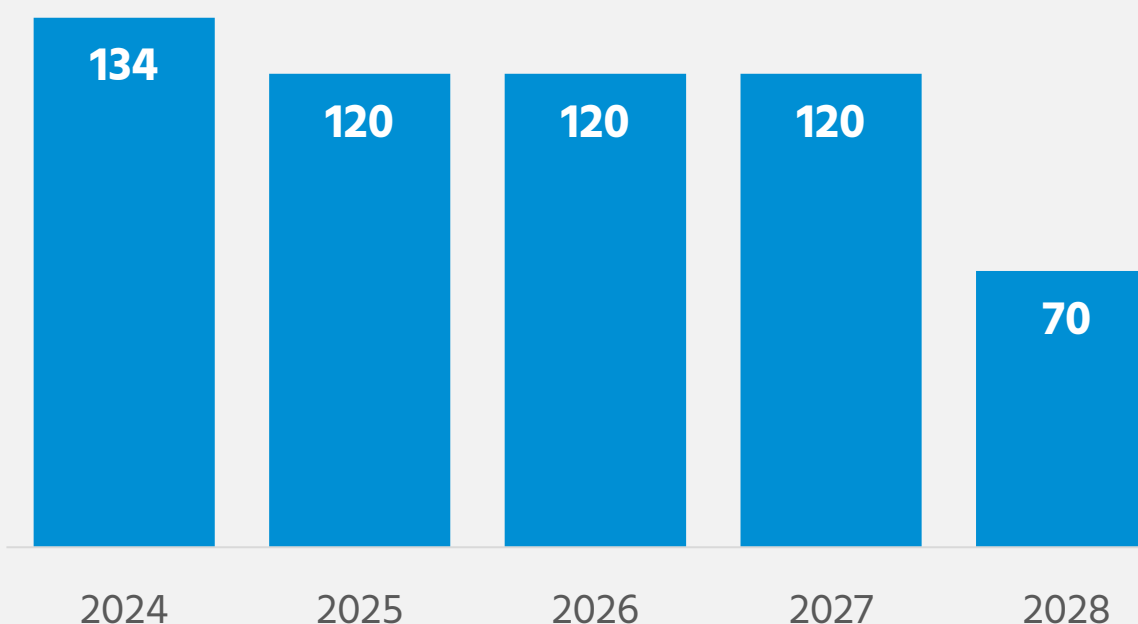
*The Company's Working Capital reached BRL882 million or 59% of Net Revenue in the last 12 months considering a proforma of Bergamo's Revenue, compared to BRL817 million or 60% of Net Revenue in 2Q23, with the increase in nominal terms due to the effect of the Bergamo Consolidation.

**The 2Q23 PP&E CAPEX were reclassified due to the net reversal of tax credits related to the acquisition of machinery and equipment for medium and long-term strategic projects, returning to the "Taxes to be Recovered" line.

Indebtedness

BRL (million)	09/30/2022	09/30/2023
Short-term	100	134
Long-term	200	430
Gross Debt	300	564
Cash and Financial Investments	764	472
Net Debt	(464)	92
EBITDA LTM	446	436
Leverage	-1.0x	0.2x

Maturity of Gross Debt (BRL million)



Cash and Financial Investments decreased compared to 3Q22, mainly due to:

- (i) investment in the acquisition of Bergamo;
- ii) Investment via convertible loan in Prothya;
- iii) Payment of interest on equity;
- iv) Raising of BRL350 million from the new Blau16 debenture in 3Q23.

Q & A



Investments boost long-term growth and margins can gradually recover with synergies, increased operational efficiency and maturation of new operations



Record of Investments valued BRL 316 million:

BRL266 mi Prothya: Access to new markets and verticalization of the strategic products production

BRL31 mi RD&I: Launches already represent 11% of Net Revenue (vs. 10% in 2Q23)

BRL19 mi CAPEX ex. RD&I: Mainly from P1000, Blau Log and the Revitalization of Blau São Paulo



New Operations Ramp-up:

New Specialties facility P210: Capacity increase and reduction of production costs

Hemarus increases Margin sequentially, but still below Consolidated Margin

Bergamo Consolidation: Revenue increase, negative impact in margins and positive effect in the bargain purchase.



Initiatives to gradually recuperate Margins

Operational Efficiency: Renegotiation with main suppliers and restructuring of administrative teams

Bergamo Synergies: Process, portfolio, commercial model and increase on negotiation power.

Our financial strength has enabled us to invest in our long-term growth.

Disclaimer

This presentation may contain information about future events, such information would not only be historical facts, but would reflect the wishes and expectations of the company's management. The words "believes", "expects", "plans", "forecasts", "estimates", "projects", "aims" and the like are intended to identify statements that necessarily involve known and unknown risks.

Known risks include uncertainties, which are not limited to the impact of price and service competitiveness, acceptance of services in the market, service transactions by the company and its competitors, regulatory approval, currency fluctuation, changes in the mix of services offered and other risks described in the company's reports.

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Certain percentages and other amounts included in this document have been rounded up to facilitate their presentation. The scales of the graphs of the results can appear in different proportions, to optimize the demonstration. Accordingly, the numbers and graphs presented may not represent the arithmetic sum and the appropriate scale of the numbers that precede them, and may differ from those presented in the financial statements.

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Blau Farmacêutica (B3: BLAU3)

Investor Relations

Marcelo Hahn | CEO
Douglas Rodrigues | CFO & IRO
Bruna Gambôa | Head of IR
Matheus Fujisawa | IR
Gabriela Hawat | IR



ri@blau.com



ri.blau.com/en

