



2023 - Earnings Presentation

March 14, 2024

Disclaimer

Forward-looking statements are exclusively related to the prospects of the business, its operating and financial results, and prospects for growth. These data are merely projections and, as such, based exclusively on our management's expectations for the future of the business and its continued access to capital to fund its business plan. These forward-looking statements substantially depend on the market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors, as well as the risks shown in our filed disclosure documents, and are therefore subject to change without prior notice.

In addition, unaudited information herein reflects management's interpretation of information taken from its financial statements and their respective adjustments, which were prepared in accordance with market practices and for the sole purpose of a more detailed and specific analysis of our results. Therefore, these additional considerations and data must also be analyzed and interpreted independently by shareholders and market agents, who should carry out their own analysis and draw their own conclusions from the information reported herein. No data or interpretative analysis provided by our management should be treated as a guarantee of future performance or results and are merely illustrative of our directors' vision of our results.

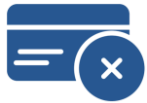
The management is not responsible for compliance or accuracy of the data from this report, which must be considered as for informational purposes only, and should not override the analysis of our audited consolidated financial statements for purposes of a decision to invest in our stock, or for any other purpose.

Sell-Out Growth of 6% in 2023¹

MAIN FACTORS THAT AFFECTED THE SELL-OUT GROWTH



3%¹ sell-out reduction in Flu, Respiratory, Pain and Fever



Worsening credit conditions for medium-sized chains and independent retailers throughout the year, especially in 4Q23



12%¹ sell-out increase in categories not related to Flu, Respiratory, Pain and Fever

25 Power Brands¹ that accounted for 55% of Sales in 2023



Power Brands added in 2023



SIMPLE ORGANIC



Colflex



Flavonid[®]

Nesina[®]

Neosaldina



Alivium[®]

Epocler

PredSim

Buscopan[®]

BENEGRIP[®]

NEOSORO

episol

Buscofem

Histamin[®]

Rinosoro

Dramin[®]



Doralgina



Lisador

Torsilax

Coristina d

ALEKTOS

2023 Main Highlights



Around **90 new products** launched in 2023



FTSE4Good

Part of the **FTSE4Good Index Series**, of the London Stock Exchange

IDIV B3

Part of B3's **IDIVERSA**

ISE B3

Part of **ISE B3** for the 2nd consecutive year



Dow Jones
Sustainability Indexes

Featured in the **S&P Global Sustainability Yearbook** for the 2nd consecutive year



Launching of 2 energy substations (approx. -20% in direct CO₂ emissions)



Interest on Capital of **R\$779.1 million** (R\$1.23 per share, a Dividend Yield of 3.8%)



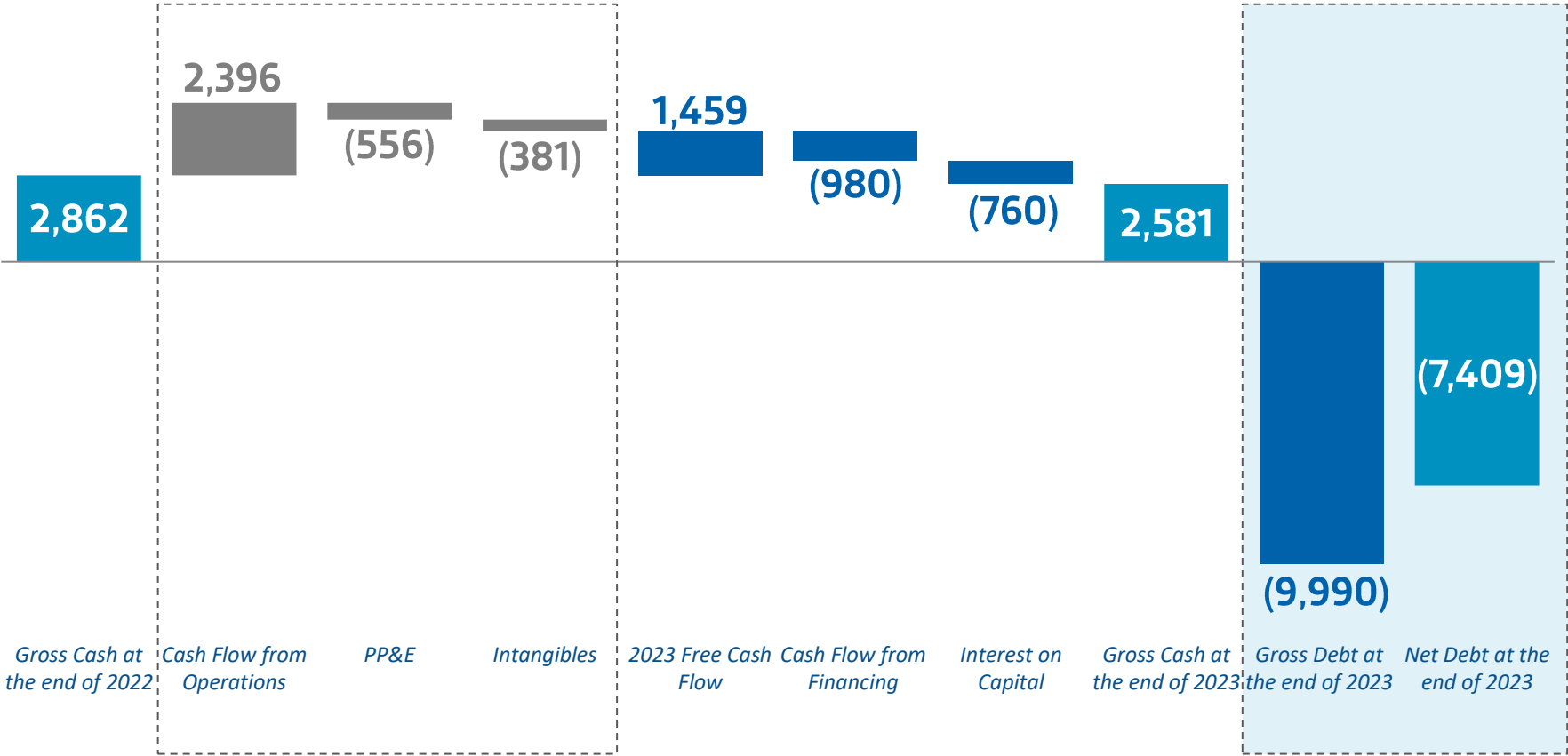
Cash Flow from Operations of **R\$2.4 billion** (+18% YoY)

2023 Results (R\$ million)

- **NET REVENUE**
R\$7,914.7 +4.9%¹ (4Q23: R\$1,846.9 -12.9%¹)
- **GROSS MARGIN**
63.1%² +0bps¹ (4Q23: 62.1%² -20bps¹)
- **MARKETING EXPENSES**
15.7%² +10bps¹ (4Q23: 15.8%² +160bps¹)
- **SELLING EXPENSES**
11.7%² +100bps¹ (4Q23: 13.0%² +200bps¹)
- **GENERAL AND ADMINISTRATIVE EXPENSES**
4.4%² +20bps¹ (4Q23: 4.8%² +30bps¹)
- **EBITDA MARGIN FROM CONTINUING OP. (excl. OTHERS)**
34.5%² -70bps¹ (4Q23: 32.8%² -290bps¹)
- **NET INCOME FROM CONTINUING OPERATIONS**
R\$1,651.1 -3.2%¹ (4Q23: R\$307.8 -28.7%¹)

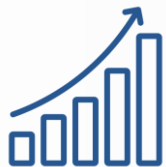


2023 Cash Flow (R\$ million)



Note: **PP&E**: Includes the acquisition of the BI facilities; **Cash Flow from Financing**: Includes receipts from issues and new financing and interest on financial investments; **Gross Debt**: Includes unrealized results on debt hedge

Final Considerations



Market growth and Hypera Pharma's Sell-Out¹ growth recovery in the first two months of 2024

Financial Objectives for 2024:

- **Net Revenue** around R\$8.6 billion
- **EBITDA from Continuing Operations** around R\$3.0 billion
- **Net Profit from Continuing Operations** around R\$1.85 billion
- *Focus on reducing inventories to boost the Operating Cash Flow growth*

Hypera Pharma's Strengths



**Irreplicable portfolio
of leading brands,
including 25 *Power
Brands*¹**



**Present in 97%²
of the drugstores
in Brazil**



**Brazil's largest
manufacturing
complex in the
pharmaceutical
market**



***Pipeline with
500+ Projects***

