



2022 Earnings Presentation

February 17, 2023

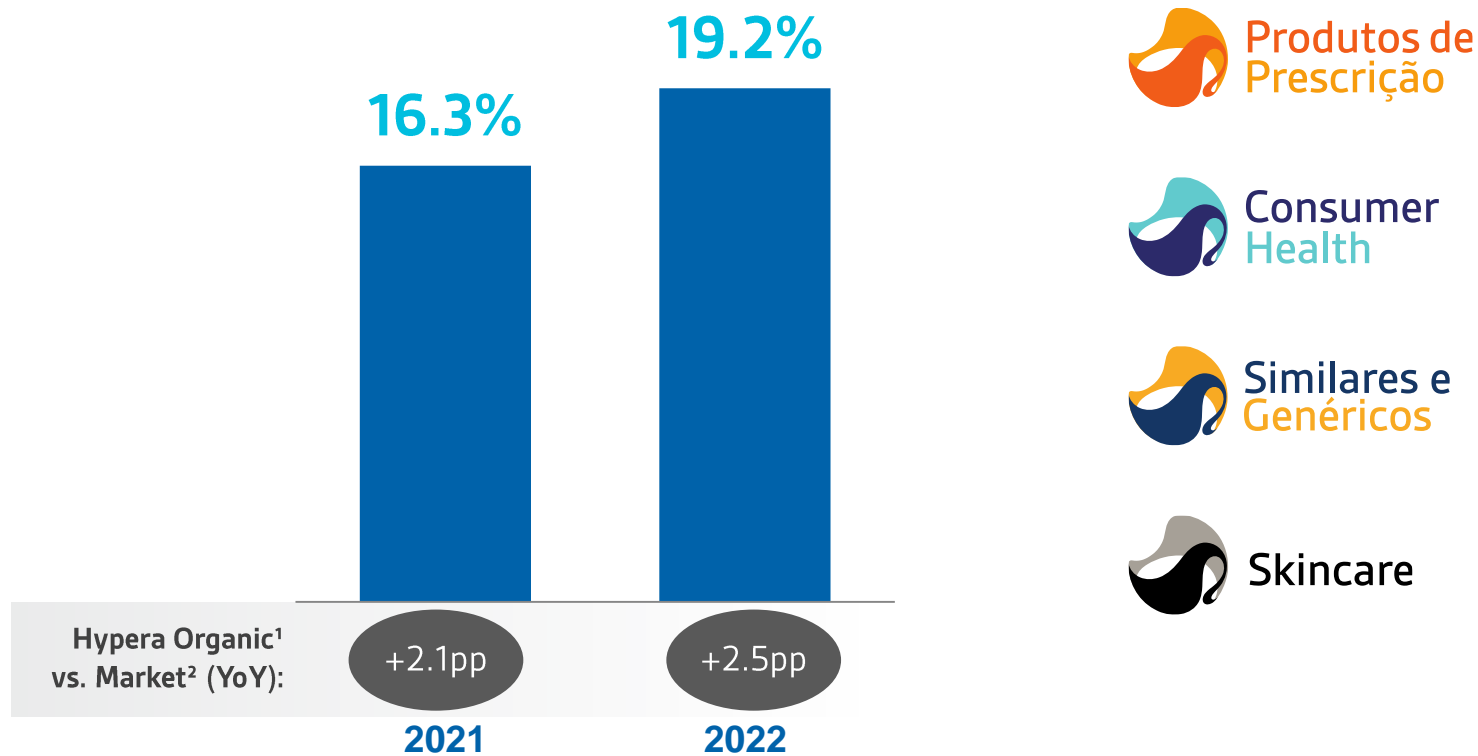
Disclaimer

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 above the market for the 2nd consecutive year, with market share gains in all business units of the retail market



Non-Retail Market in 2022



➤ Net Revenue of R\$380.8 million in 2022 (+139.2% vs. 2021)

➤ New plant to triple the current injectables capacity

New Plant for Injectables



2022 Launches



2022 other highlights



Interest on Capital of **R\$779.0 million** (R\$1.23/share)



+21% in score and featured in the Yearbook



Score from **"C"** to **"B"**

ISE B3

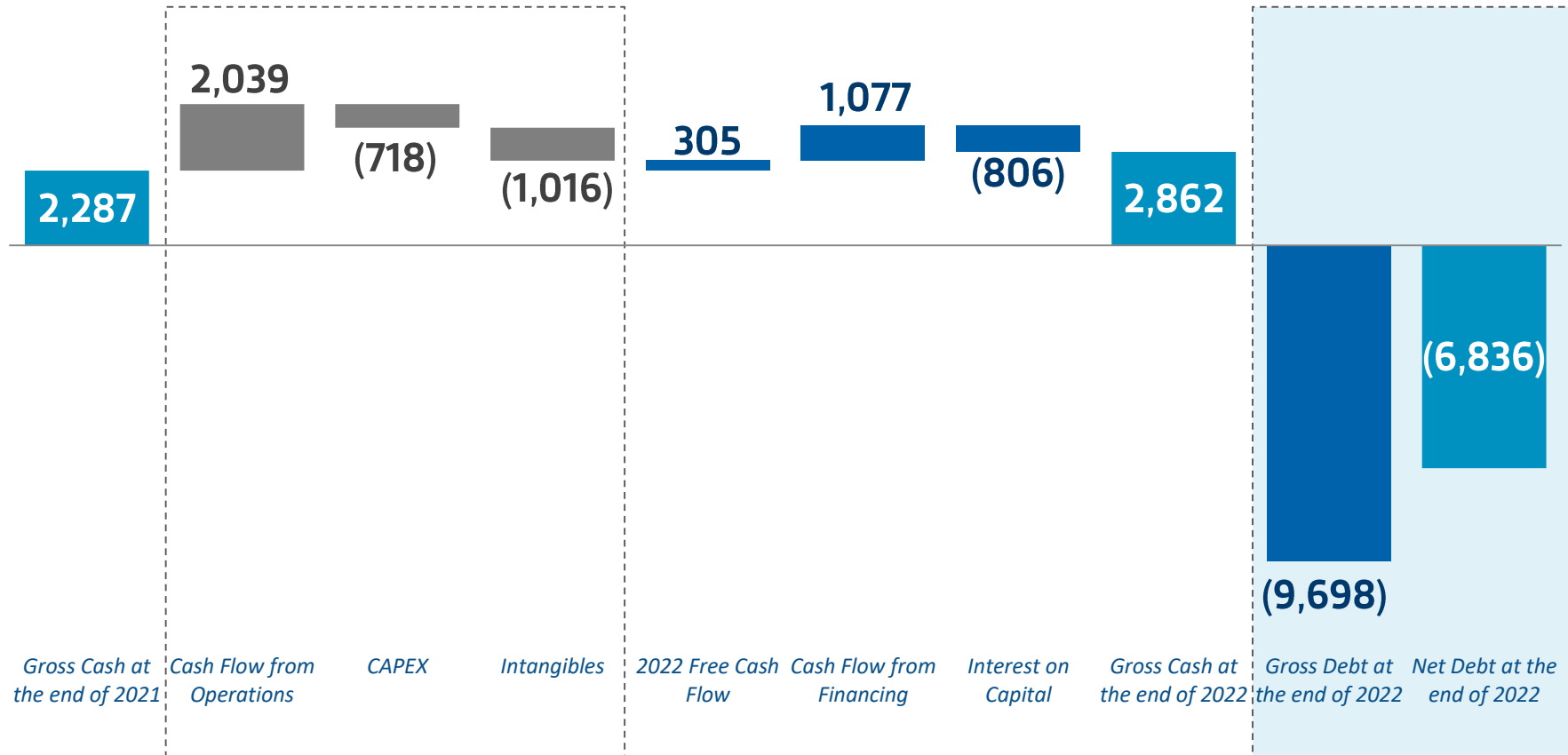
Part of **ISE B3** for the first time

2022 Results (R\$ million)

- **NET REVENUE**
R\$7,546.4 +27.1%¹ (4Q22: R\$2,121.4 +30.4%¹)
- **GROSS MARGIN**
63.1%² -90bps¹ (4Q22: 62.3%² -30bps¹)
- **MARKETING EXPENSES**
15.6%² -180bps¹ (4Q22: 14.2%² -80bps¹)
- **SELLING EXPENSES**
10.7%² +20bps¹ (4Q22: 11.0%² +220bps¹)
- **GENERAL AND ADMINISTRATIVE EXPENSES**
4.2%² +20bps¹ (4Q22: 4.5%² +60bps¹)
- **EBITDA MARGIN FROM CONTINUING OP. (excl. OTHERS)**
35.2%² +60bps¹ (4Q22: 35.7%² -160bps¹)
- **NET INCOME FROM CONTINUING OPERATIONS**
R\$1,706.5 +5.5%¹ (4Q22: R\$431.7 +18.0%¹)



2022 Cash Flow (R\$ million)



Note: **CAPEX**: Includes payment for the acquisition of the site responsible for the production of raw material related to scopolamine; **Intangibles**: includes the payment for the acquisition of the brands from Sanofi; **Cash Flow from Financing**: Loans, financings, proceeds from debenture issues and new financing lines, treasury stock, interest on financial investments and hedge; **Gross debt**: Includes the results in debt hedge

Guidance for 2023



NET REVENUE around

> R\$8.60 bn

ADJUSTED EBITDA¹ around

> R\$3.05 bn

NET INCOME FROM CONT. OPERATIONS around

> R\$1.85 bn

