



4th Quarter 2021

Earnings Presentation

February 25, 2022



Disclaimer

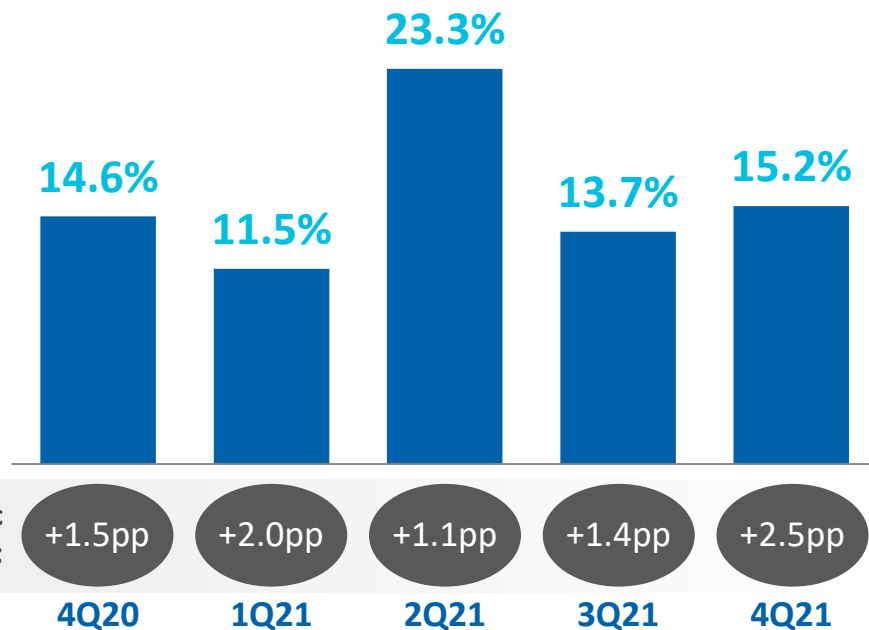
Forward-looking statements are exclusively related to the prospects of the business, its operating and financial results, and prospects for growth. These data are merely projections and, as such, based exclusively on our management's expectations for the future of the business and its continued access 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 5th consecutive quarter

> **ORGANIC SELL-OUT¹ GROWTH IN 2021**
+16.3% (2.1 percentage points above the market²)




Organic Sell-out in 2021

 **Mantecorp Farmasa** **+20%¹**
+7pp vs. market²

 **Mantecorp skincare** **+17%¹**
+5pp vs. market²

neo química **+16%¹**
-3pp vs. market²

 **Consumer Health** **+12%¹**
+3pp vs. market²

Note: ¹Sell-out PPP 2021 vs. 2020 (Pharmacy Purchase Price), as reported by IQVIA ref. Dec/2021. Does not include the portfolio acquired from Takeda and the Buscopan brands; ²As reported by IQVIA ref. Dec/2021, excluding the infant formula segment

2021 launches



80+

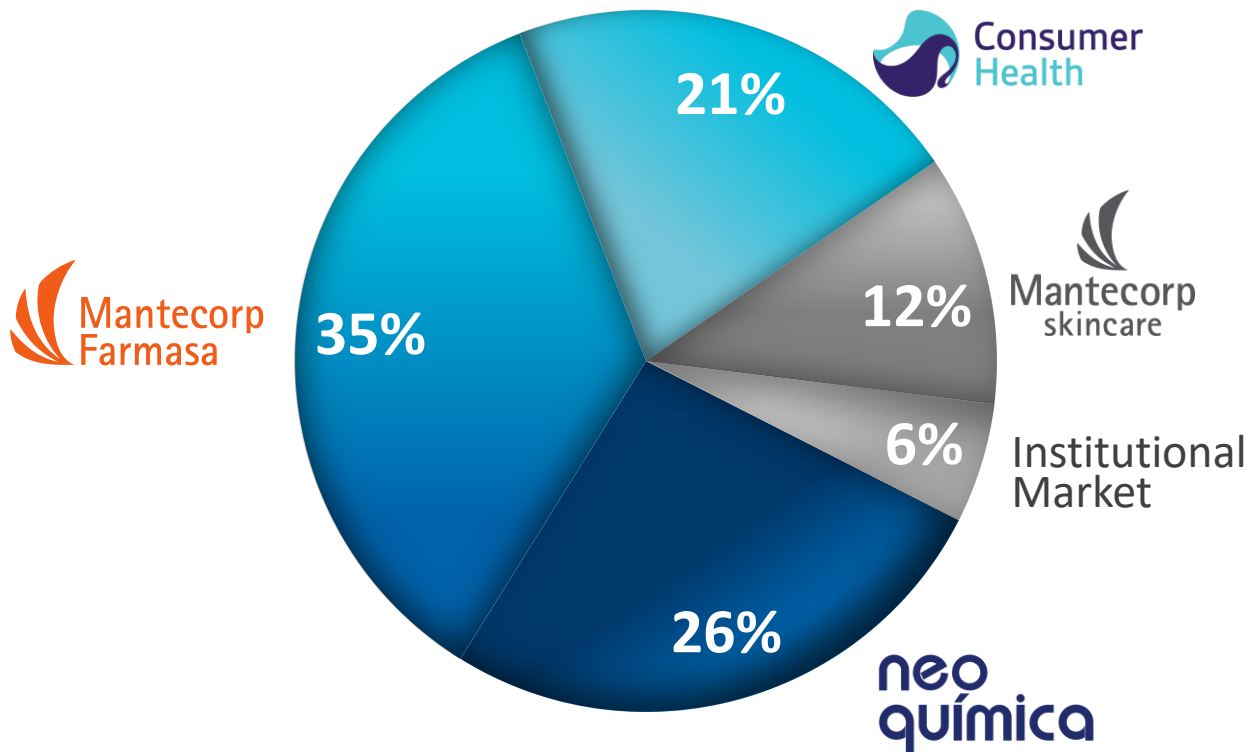
new products

R\$1.0bn+

*of gross revenues
expected in the
year 5*

Important launches expected for 2022

Launches expected for 2022
(% of gross revenues expected in the year 5)



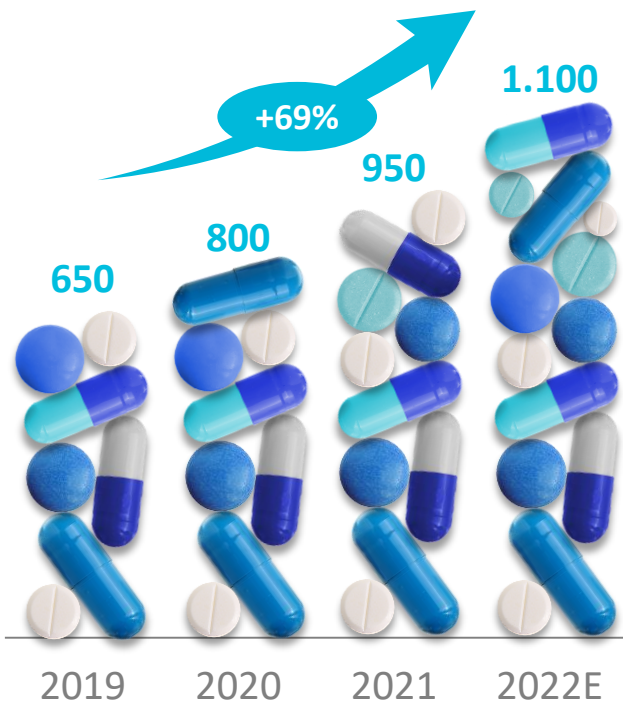
100+
new products








R\$1.6bn+
*of gross revenues
expected in the
year 5*

Expansion of production capacity to leverage sell-out growth

Production Capacity

(Thousand of consumer units/year)

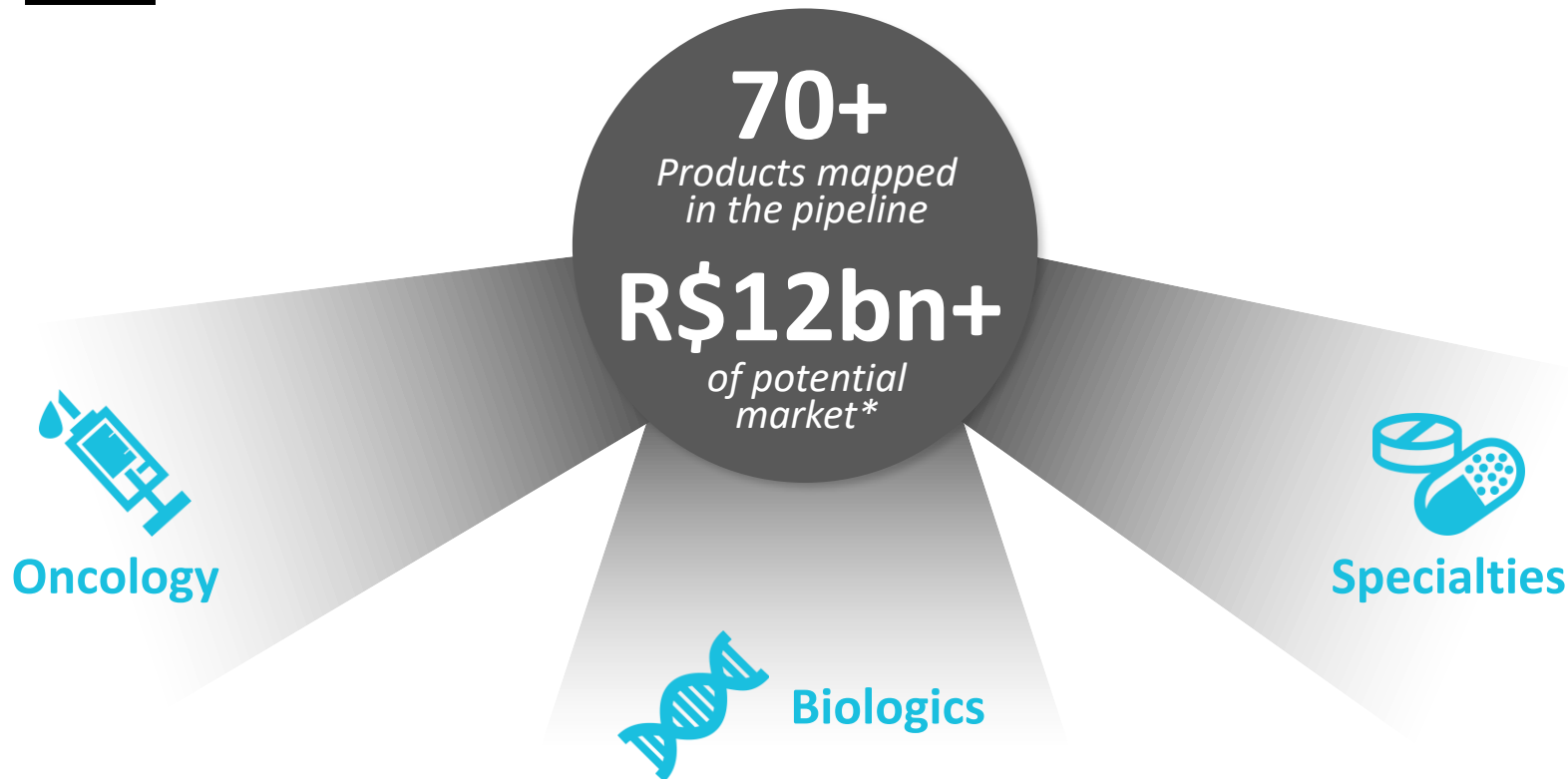


-  Solids plant expansion ✓
-  VMS plant expansion 
-  New Injectables plant 
-  Distribution Center expansion 

Other Highlights



New business unit focused on the Institutional Market



Other Highlights



Bioage acquisition



Acquisition of 12 brands from Sanofi



Parceiro Hypera Platform

Other highlights



Important progress for the sustainability of the business

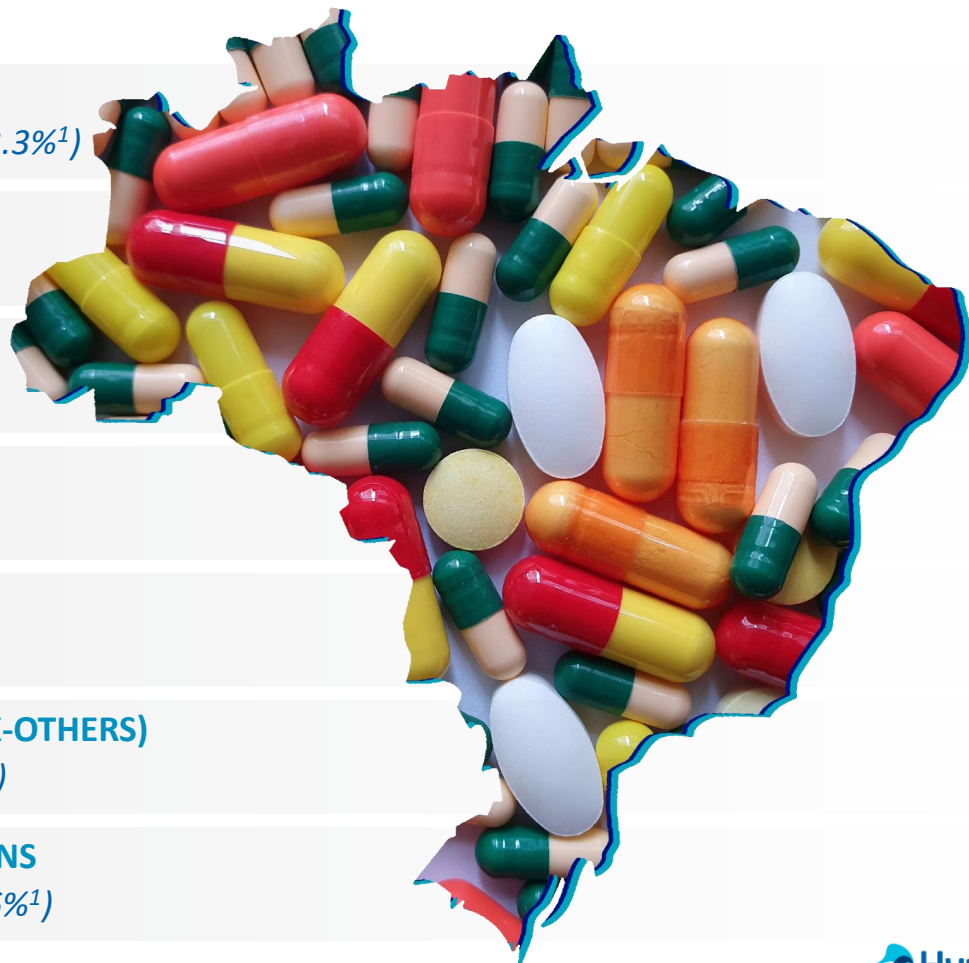


Interest on Equity Approval

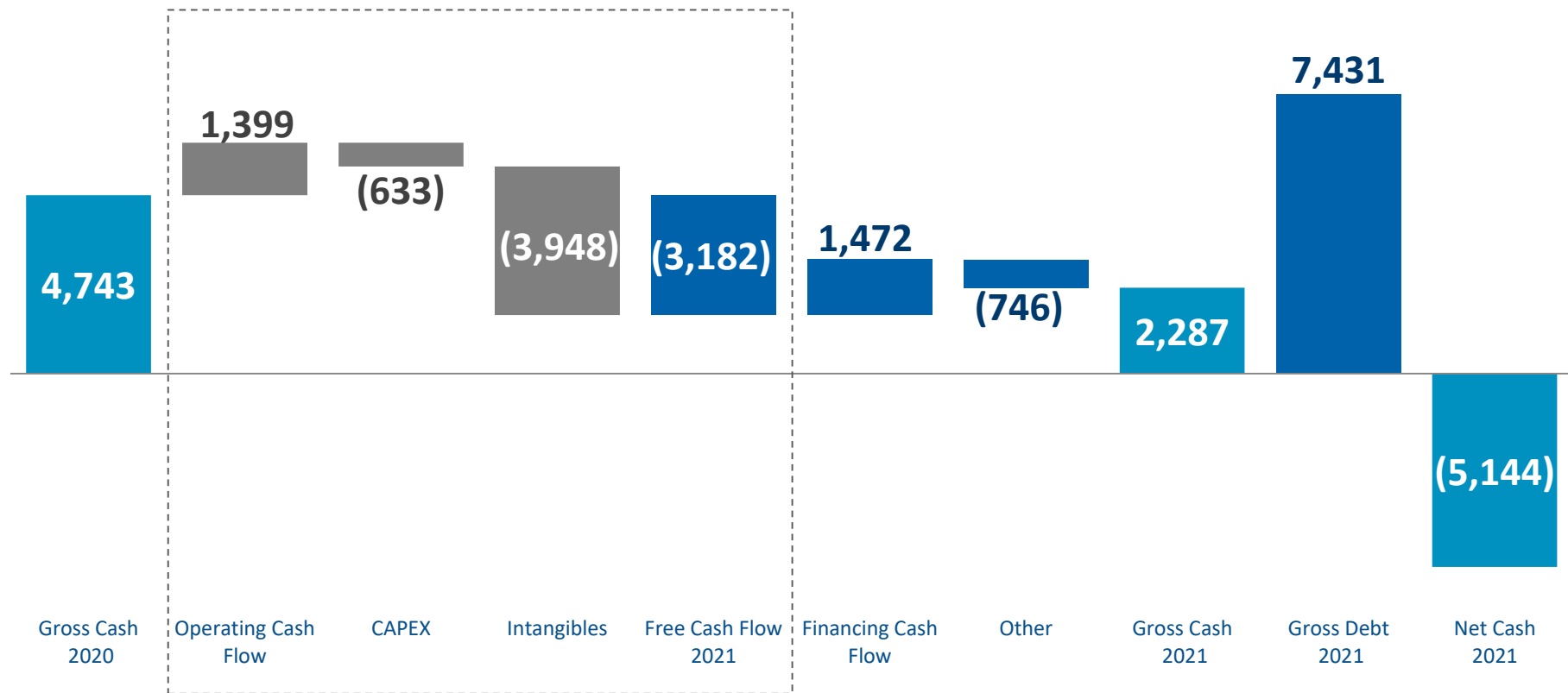
R\$779.0 million (R\$1.23/share), or +5% vs. 2020

2021 Results (R\$ million)

- **NET REVENUE**
R\$5,937.4 +45.2%¹ (4Q21: R\$1,626.5 +43.3%¹)
- **GROSS MARGIN**
64.0%² -30bps¹ (4Q21: 62.6% +90bps¹)
- **MARKETING EXPENSES**
17.4%² -180bps¹ (4Q21: 15.0% -390bps¹)
- **SELLING EXPENSES**
10.5%² -340bps¹ (4Q21: 8.8% -450bps¹)
- **GENERAL AND ADMINISTRATIVE EXPENSES**
4.0%² -110bps¹ (4Q21: 3.9% -170bps¹)
- **EBITDA MARGIN FROM CONTINUING OP. (EX-OTHERS)**
34.6%² +520bps¹ (4Q21: 37.3% +1043bps¹)
- **NET INCOME FROM CONTINUING OPERATIONS**
R\$1,617.7 +22.4%¹ (4Q21: R\$366.0 +12.6%¹)



2021 Cash Flow (R\$ million)



Note: **Intangibles**: Includes the amount received from the Xantion and Neocopan disposals; **Financing Cash Flow**: Loans, Financings, Proceeds from Debenture Issues, Treasury Stock, Interest on Financial Investments and Hedge of Investments and Financings; **Others**: Interest On Capital; **Gross debt**: Includes Result in Debt Hedge

Guidance for 2022

- **NET REVENUE**
R\$ 7.4 BILLION
- **ADJUSTED EBITDA¹**
R\$ 2.65 BILLION
- **NET INCOME FROM CONTINUING OPERATIONS**
R\$ 1.7 BILLION



