



3rd Quarter 2020

Earnings Presentation

October 26, 2020



Disclaimer



This release contains forward-looking statements that 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.

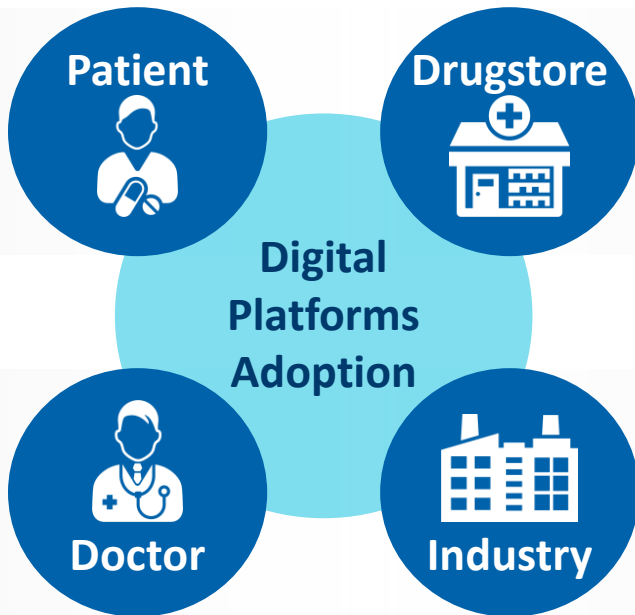
In addition, unaudited information herein reflects management's interpretation of information taken from its financial statements and their respective adjustments, which were prepared in accordance with market practices and for the sole purpose of a more detailed and specific analysis of our results. 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.

Our 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.

Covid-19 pandemic accelerated the use of technology in the interactions between patients, doctors, drugstores and industry



Focus on preventive and chronic treatments, using technology to interact with doctors and drugstores



Increase of e-commerce, with different options for delivering medicines to patients

Increase in telemedicine, which boosted the growth of electronic prescription in Brazil

Greater use of digital platforms for interactions with doctors, combining physical and remote visits

Hypera Pharma accelerated its investments in technology, addressing the main needs of its stakeholders



Greater investments in digital media



Evolution of its hybrid medical promotion model, with a strong increase in remote medical visits



Creation of a Digital Trade Marketing team and launching of the e-commerce pilot platform



Development of its multichannel platform to serve small retailers





Net Revenue growth of 8% in 3Q20, with double-digit expansion of EBITDA and Net Income

Sell-out¹ in 3Q20: +7.5% vs. 3Q19

Main Highlights



Note: ¹ PPP sell-out growth vs. the same period of 2019, as informed by IQVIA. Consider the average purchase price by pharmacies and chains

Investments to support long-term sustainable growth



Conclusion of the acquisition of Buscopan

Buscopan® Buscofem



Main launches of 3Q20



Record in R&D investments in 3Q20



Start of the last phase of the production capacity expansion project

neo química arena



3Q20 Results (R\$ million)

NET REVENUE¹

R\$1,088.5 +7.9%¹



GROSS MARGIN²

64.0%² -350bps¹

EBITDA MARGIN

36.1%² +660bps¹

MARKETING EXPENSES

18.6%² -710bps¹

RESEARCH AND DEVELOPMENT³

R\$46.8 +45.8%¹



OTHER REVENUE

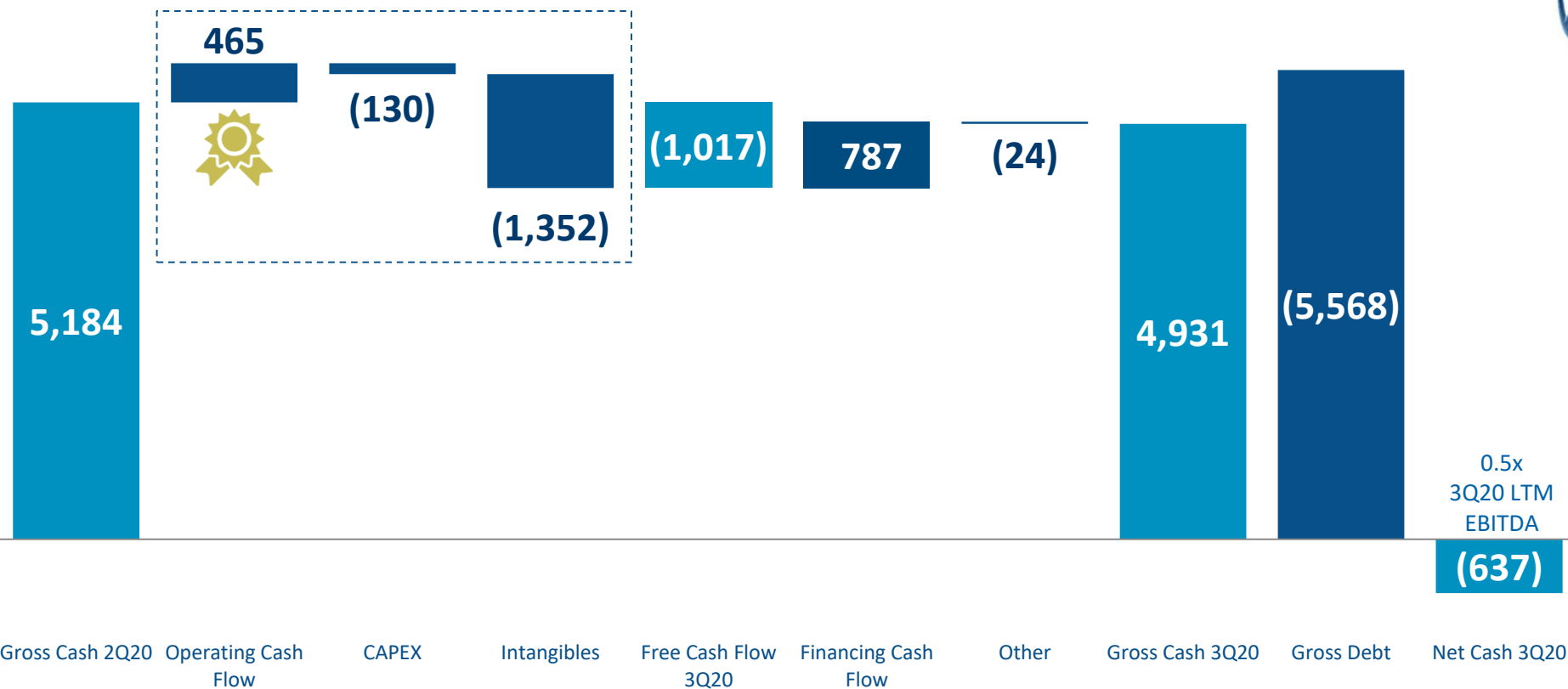
R\$56.8

NET PROFIT

R\$345.6 +29.4%¹



3Q20 Cash Flow



0.5x
3Q20 LTM
EBITDA
(637)

Note: **CAPEX**: Includes the purchase, net of the sale of permanent assets; **Financing Cash Flow**: Loans, Financing, Capital Increase, Treasury Shares, Interest on Financial Investments and Investment Hedge; **Others**: includes IR on JCP declared in 3Q20

