

# Hypera Pharma grew Net Revenue by 27.6% and EBITDA from Continuing Operations by 39.7% in 1Q22, with organic market share gains for the 6th consecutive quarter

São Paulo, April 28, 2022 – Hypera S.A. ("Hypera Pharma" or "Company"; B3: HYPE3; Bloomberg: HYPE3 BZ; ISIN: BRHYPEACNOR0; Reuters: HYPE3.SA; ADR: HYPMY) announces its financial results for the 1<sup>st</sup> quarter of 2022. Financial data disclosed here are taken from the consolidated financial statements of Hypera S.A., prepared in accordance with the Brazilian Accounting Pronouncement Committee (CPC) and International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).

## **1Q22** Highlights

- Net Revenue of R\$1,493.6 million in the quarter, up 27.6% over 1Q21
- EBITDA from Continuing Operations of R\$505.7 million, or 39.7% higher than 1Q21
- Net Income from Continuing Operations of R\$349.5 million, an increase of 13.6% over 1Q21
- Operating Cash Flow of R\$311.8 million in the quarter, or 106.4% higher than 1Q21
- Organic sell-out growth of 21.5%<sup>1</sup>, or 6.3p.p. higher than the market growth<sup>2</sup>, according to IQVIA
- Interest on Equity approval of R\$194.8 million in 1Q22
- Conclusion of the Sanofi brands acquisition

#### Table 1

(R\$ million)	1Q21	% NR	1Q22	% NR	Δ%
Gross Revenue, net of Returns and Unconditional Discounts	1,331.5	113.7%	1,709.4	114.4%	28.4%
Net Revenue	1,170.9	100.0%	1,493.6	100.0%	27.6%
Gross Profit	752.8	64.3%	939.2	62.9%	24.8%
SG&A (ex-Marketing and R&D)	(166.9)	-14.3%	(206.7)	-13.8%	23.9%
Marketing	(214.7)	-18.3%	(233.1)	-15.6%	8.6%
EBITDA from Continuing Operations	362.0	30.9%	505.7	33.9%	39.7%
Net Income from Continuing Operations	307.6	26.3%	349.5	23.4%	13.6%
Cash Flow from Operations	151.0	12.9%	311.8	20.9%	106.4%

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Note: (1) Sell-out PPP 1Q22, as informed by IQVIA. It does not consider the sell-out of the portfolio acquired from Takeda in January/2021 and January/2022; (2) As informed by IQVIA, it excludes the infant formula segment

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Net Revenue grew 27.6% in 1Q22 and reached R\$1,493.6 million. This performance was driven by: (i) the 21.5% organic sell-out<sup>2</sup> growth in the period, or 6.3 percentage points higher than the market growth<sup>2</sup>, mainly as a consequence of the strong growth registered in in the first two months of the quarter; and (ii) the contribution from the portfolio of medicines acquired from Takeda.

The organic sell-out growth above the market is a result of the Company's initiatives to boost its sustainable growth, with emphasis on the launches pace acceleration in recent years, increase in production capacity and investments behind its leading brands.

In **Prescription Products**, the performance benefited from the growth in chronic medicines, a segment in which the Company has been reinforcing its participation with several relevant launches, and by the growth of leading acute brands such as Rinosoro, Predsim, Dramin and Alivium. In **Consumer Health**, growth was driven by the leading brands in the anti-flu, analgesic and gastrointestinal categories, with Benegrip, Apracur and Engov as highlights.

In **Skincare**, the Company expanded its market share once again, benefited mainly by the important brand extensions launched recently in the Sun Protection and Rejuvenation categories, as well as by the growth of the portfolio of medicines acquired from Glenmark in early 2020. In **Similars and Generics**, the growth came from the recent acceleration in the pace of launches of new molecules in generics and the expansion of production capacity in the Anápolis manufacturing complex.

Hypera Pharma also evolved in its strategy for the **Institutional Market** and sold its first batches of immunoglobulin in 1Q22, which helped the institutional market to grow around 170% this quarter, and also started the construction of its pilot plant to support future growth.

The organic sell-out growth and the growth acceleration of the portfolio of medicines acquired from Takeda helped Hypera Pharma: (i) to expand its EBITDA Margin from Continuing Operations by 3.0 percentage points in 1Q22, to 33.9%; and (ii) to increase its operating cash generation by R\$160.7 million compared to 1Q21, to R\$311.8 million, reaching the highest level ever recorded by the Company in a first quarter.

In 1Q22, the Medicines Market Regulation Chamber (*Câmara de Regulação do Mercado de Medicamentos - CMED*) approved the price adjustment of medicines by up to 10.9%, with effect from 2Q22, which will help Hypera Pharma to offset part of the inflationary pressures registered in the last 12 months on its operating costs and expenses.

The Company also concluded the acquisition announced in 2021 of the portfolio of medicines from Sanofi in this quarter, which includes iconic Consumer Health brands such as AAS, Naturetti and Cepacol, as well as the prescription products Buclina and Hidantal, and also the sale of part of this acquired portfolio in Colombia and Mexico, reinforcing its absolute leadership in Consumer Health and its position in Prescription Products, with highlights in oral care, central nervous system and gastrointestinal categories.

The acquired Sanofi portfolio will be further strengthened from 2Q22 on by the new initiatives to increase sell-out growth and by Hypera Pharma's robust marketing, innovation and sales platform, which is today the best platform in Brazil able to combine sustainable organic growth with acquisitions.

Hypera Pharma has a unique portfolio of leading brands and a leading position in all segments of the pharmaceutical retail, in addition to strong investment capacity, which was evidenced in 2021, when the Company invested more than R\$2.0 billion in production capacity, innovation and marketing, more than any other Brazilian pharmaceutical industry invested in the year.

In this quarter, the Company promoted **Engov After**, **Neosaldina** and **Vitasay**, three of its main Consumer Health brands, in the largest TV entertainment program in Brazil, Big Brother Brasil. The marketing initiatives for Big Brother Brazil and its audience boosted the sales for these brands, impacted more than 100 million people and generated more than 24 thousand interactions on the Company's social networks.

Note: (1) Sell-out PPP 1Q22, as informed by IQVIA. It does not consider the sell-out of the portfolio acquired from Takeda in January/2021 and January/2022; (2) As informed by IQVIA, it excludes the infant formula segment



These investments and initiatives helped the Company in 1Q22 to: (i) grow organic sell-out above the market for the 6<sup>th</sup> consecutive quarter and in all of its business units dedicated to the pharmaceutical retail market; and (ii) more than double the pace of sell-out growth of the portfolio of medicines acquired from Takeda after just one year from the acquisition, being also able to capture around 90% of the integration synergies estimated with this acquisition.

The Company continued to invest in its sustainable growth, without losing sight of its commitment to cash return to shareholders. In 1Q22, the Company approved the Interest on Equity distribution of R\$194.8 million, or R\$0.31/share.

The performance presented in 1Q22, the strength and resilience of the Company's portfolio of leading brands, the contribution of the launches and the portfolio of medicines acquired from Sanofi reinforce Hypera Pharma's confidence in achieving the financial targets and projections set for 2022.

#### **Innovation & Launches**

R&D Investments on Net Revenue<sup>1</sup>



Total R&D investments, including the amount capitalized as intangible assets, totaled R\$123.5 million in 1Q22, and corresponded to 8.3% of the Net Revenue in the period.

The innovation index, corresponding to the percentage of Net Revenue from products launched in the last five years, was 21% in the 1Q22. It is worth mentioning that the Innovation Index includes the contribution to revenues from the portfolio of medicines acquired from Takeda and Buscopan.

In this quarter, the Company launched several products in all its business units. In Consumer Health, the main highlight was **Neosaldina Dip**, a line extension of the leading brand Neosaldina to treat headache acquired from Takeda in 2021.

The brand extensions of the Vitasay brand, such as Vitasay A-Z Homem, Vitasay A-Z Mulher, Vitasay Vitamina D, Vitasay Imune D Tripla Ação, and Vitasay A-Z Energia, were also highlights of 1Q22.

In Prescription Products, the highlight was **Ofolato SOP**, a supplement based on L-Methylfolate calcium associated with vitamin B6, vitamin B9, vitamin B12 and vitamin D.

In Skincare, the highlights were the line extensions of **Episol**, and in Similar and Generics, the launches of **Paroxetine**, **Minoxidil**, **Montelukast and Desrinite**.



Note: (1) Considers R&D expenses and the amount capitalized as an intangible asset and excludes the effect of the Lei do Bem and R&D amortizations





# **Earnings Discussion**

## **Income Statement**

#### Table 2

(R\$ million)	1Q21	% NR	1Q22	% NR	∆ %
Net Revenue	1,170.9	100.0%	1,493.6	100.0%	27.6%
Gross Profit	752.8	64.3%	939.2	62.9%	24.8%
Marketing Expenses	(214.7)	-18.3%	(233.1)	-15.6%	8.6%
Selling Expenses	(151.4)	-12.9%	(183.7)	-12.3%	21.3%
General and Administrative Expenses	(55.9)	-4.8%	(65.5)	-4.4%	17.2%
Other Operating Revenues (Expenses)	0.5	0.0%	5.6	0.4%	1020.5%
Equity in Subsidiaries	(0.5)	0.0%	5.5	0.4%	-
EBIT from Continuing Operations	330.8	28.3%	468.1	31.3%	41.5%
Net Financial Expenses	(41.3)	-3.5%	(173.6)	-11.6%	320.2%
Income Tax and CSLL	18.1	1.5%	55.1	3.7%	203.7%
Net Income (Loss) from Continuing Operations	307.6	26.3%	349.5	23.4%	13.6%
Net Income from Discontinued Operations	(2.5)	-0.2%	(2.6)	-0.2%	3.6%
Net Income (Loss)	305.1	26.1%	346.9	23.2%	13.7%
EBITDA from Continuing Operations	362.0	30.9%	505.7	33.9%	39.7%







#### Table 3

(R\$ million)	1Q21	1Q22	∆ %
Gross Revenue, net of Returns and Unconditional Discounts	1,331.5	1,709.4	28.4%
Promotional Discounts	(62.6)	(94.0)	50.0%
Taxes	(98.0)	(121.9)	24.3%
Net Revenue	1,170.9	1,493.6	27.6%

The growth in Net Revenue was 27.6% in 1Q22, when compared to the same period of the previous year, and reached R\$1,493.6 million. This growth is mainly a result of: (i) the organic sell-out growth in the period, which was driven by the performance in Consumer Health, Prescription Products, Similars and Generic and Skincare; and (ii) the contribution to the Net Revenue of the portfolio of medicines acquired from Takeda since February/2021.

When excluding the contribution from the portfolio of medicines acquired from Takeda in January/2021 and January/2022, the growth in Net Revenue reached 24.5%, or 3.0 percentage points above the organic sell-out growth in the quarter.





## **Gross Profit**



(R\$ million)	1Q21	% NR	1Q22	% NR	Δ%	∆ p.p.
Gross Profit	752.8	64.3%	939.2	62.9%	24.8%	-1.4 p.p.

Gross Profit reached R\$939.2 million in the quarter, with a Gross Margin of 62.9%, compared to 64.3% in 1Q21. The variation of Gross Margin is mainly the result of: (i) the devaluation of the Real against the US Dollar that affected the Cost of Goods Sold, which negatively impacted the Gross Margin; and (ii) the increase of other costs above the price increase in the period.

In order to mitigate the impact of the devaluation of the Brazilian Real against the US Dollar and to protect its operations from FX volatility, the Company: (i) updated the prices of its portfolio as of 2Q22, in line with what was authorized by the Medicines Market Regulation Chamber (*Câmara de Regulação do Mercado de Medicamentos - CMED*); and (ii) carried out foreign exchange derivatives operations (foreign exchange hedge) related to the future purchase of raw material indexed to US Dollar estimated for 2022.





## **Marketing Expenses**

#### Table 5

(R\$ million)	1Q21	% NR	1Q22	% NR	∆ %
Marketing Expenses	(214.7)	-18.3%	(233.1)	-15.6%	8.6%
Advertisement and Consumer Promotion	(59.6)	-5.1%	(66.1)	-4.4%	10.8%
Trade Deals	(33.5)	-2.9%	(35.9)	-2.4%	6.9%
Medical Visits, Promotions and Others	(121.6)	-10.4%	(131.2)	-8.8%	7.9%

Marketing Expenses reduced their share of Net Revenue by 2.7 percentage points in 1Q22, from 18.3% of Net Revenue in 1Q21 to 15.6% in 1Q22. This reduction was mainly due to the decrease in the share of Medical Visits, Promotions and Others over Net Revenue, a consequence mainly of: (i) the acceleration of sell-out and Net Revenue growth in Prescription Products; and (ii) the operational synergies from the integration of the portfolio of prescription products acquired from Takeda.

### **Selling Expenses**

#### Table 6

(R\$ million)	1Q21	% NR	1Q22	% NR	∆ %
Selling Expenses	(151.4)	-12.9%	(183.7)	-12.3%	21.3%
Commercial Expenses	(83.9)	-7.2%	(108.5)	-7.3%	29.4%
Freight and Logistics Expenses	(27.1)	-2.3%	(32.6)	-2.2%	20.4%
Research & Development	(40.4)	-3.4%	(42.5)	-2.8%	5.2%

Selling Expenses represented 12.3% of Net Revenue in the quarter, a decrease of 0.6 percentage point when compared to 1Q21. This reduction is mainly due to the dilution of Research and Development expenses in 1Q22, a result of the 27.6% growth in Net Revenue in 1Q22 when compared to 1Q21.

In the quarter, total R&D investments, including the amount capitalized as intangible assets, reached 8.3% of Net Revenue, compared to 7.1% in 1Q21, reinforcing the Company's commitment to innovation and sustainable growth.

## **General and Administrative Expenses & Other Operating Revenues / Expenses, Net**

#### Table 7

(R\$ million)	1Q21	% NR	1Q22	% NR	Δ%
General & Administrative Expenses	(55.9)	-4.8%	(65.5)	-4.4%	17.2%
Other Operating Revenues (Expenses)	0.5	0.0%	5.6	0.4%	1020.5%

General and Administrative Expenses reduced its participation over the Net Revenue by 0.4 percentage point in 1Q22, mainly as a result of: (i) the dilution of fixed administrative expenses due to the growth of Net Revenue of 27.6% in the quarter; and (ii) the Company's initiatives to preserve the profitability of its operations.



## **EBITDA from Continuing Operations**



(R\$ million)	1Q21	% NR	1Q22	% NR	Δ%
EBITDA from Continuing Operations	362.0	30.9%	505.7	33.9%	39.7%

EBITDA from Continuing Operations was R\$505.7 million in 1Q22, with 39.7% growth over the previous year and margins of 33.9%. The EBITDA from Continuing Operations growth is mainly the result of the combination of the 24.8% growth in Gross Profit and the dilution of Marketing, Selling and General and Administrative expenses.





## **Net Financial Expenses**

#### Table 9

(R\$ million)	1Q21	% NR	1Q22	% NR	∆ R\$
Financial Result	(41.3)	-3.5%	(173.6)	-11.6%	(132.3)
Net Interest Expenses	(33.2)	-2.8%	(134.7)	-9.0%	(101.5)
Cost of Hedge and FX Gains (Losses)	3.2	0.3%	(15.1)	-1.0%	(18.4)
Other	(11.3)	-1.0%	(23.7)	-1.6%	(12.4)

The Financial Result presented a negative balance of R\$173.6 million in 1Q22, compared to R\$41.3 million in 1Q21. This variation is the result of the increase in interest expenses due to the Company's higher gross debt, resulting mainly from the issuance of debentures to pay for recent acquisitions.

#### **Net Income**

#### **Table 10**

(R\$ million)	1Q21	1Q22	∆ %
EBIT from Continuing Operations	330.8	468.1	41.5%
(-) Net Financial Expenses	(41.3)	(173.6)	320.2%
(-) Income Tax and Social Contribution	18.1	55.1	203.7%
Net Income from Continuing Operations	307.6	349.5	13.6%
(+) Net Income from Discontinued Operations	(2.5)	(2.6)	3.6%
Net Income	305.1	346.9	13.7%
EPS	0.48	0.55	13.9%
EPS from Continuing Operations	0.49	0.55	13.6%

Net Income from Continuing Operations totalled R\$349.5 million in the quarter, an increase of 13.6% over 1Q21. The variation in Net Income from Continuing Operations is mainly a consequence of the 41.5% growth in EBIT from Continuing Operations and the Net Financial Expenses of R\$173.6 million in the 1Q22.



## **Cash Flow (Continuing and Discontinued Operations)**



Graph 8



#### Table 11

(R\$ million)	1Q21	1Q22
Cash Flow from Operations	151.0	311.8
Capital increase in subsidiaries/associates	(0.2)	(4.2)
Purchase of Property, Plant and Equipment	(115.1)	(102.5)
Purchase of Intangible Assets	(46.7)	(729.9)
Acquisitions of Subsidiaries, Net of Cash Acquired	(3,543.6)	(10.0)
Sale of Property, Plant and Equipment	154.5	(13.0)
(=) Free Cash Flow	(3,400.1)	(547.8)

**Operating Cash Flow increased by R\$160.7 million to R\$311.8 million, the highest level ever recorded by the Company in a first quarter**. Free cash flow was negative in R\$547.8 million, mainly due to the payment for the portfolio of medicines acquired from Sanofi made in 1Q22, net of the sale of the ex-Brazil portion of the portfolio.

In 1Q21, free cash flow was negative by R\$3,400.1 million, mainly as a result of the payment for the portfolio of medicines acquired from Takeda, net of the sale of the ex-Brazil portion of the portfolio and the Xantinon brand, in the amount of R\$3.3 billion.





## **Net Debt**

<u>Table 12</u>

(R\$ million)	1Q22
Loans and Financing	(8,199.7)
Notes Payable	(35.9)
Gross Debt	(8,235.6)
Cash and Cash Equivalents	1,595.2
Net Cash / (Debt)	(6,640.4)
Unrealized Gain/Loss on Debt Hedge	(68.8)
Net Cash / (Debt) After Hedge	(6,709.2)

The Company ended 1Q22 with a Net Debt After Hedge position of R\$6,709.2 million, compared to R\$5,143.9 million recorded at the end of 4Q21. The increase in Net Debt after Hedge was mainly due to: (i) the payment of the Interest on Equity declared in 2021, in amount of R\$1.23/share; and (ii) the payment for the portfolio of medicines acquired from Sanofi, net of the sale of the ex-Brazil portfolio.





## **Other Information**

## **Cash Conversion Cycle – Continuing Operations**

#### Table 13

(Days)	1Q21	2Q21	3Q21	4Q21	1Q22
Receivables <sup>(1)</sup>	108	98	91	103	104
Inventories (2)	237	200	188	193	249
Payables (2) (3)	(170)	(135)	(125)	(117)	(139)
Cash Conversion Cycle	174	163	154	179	214

(R\$ million)	1Q21	2Q21	3Q21	4Q21	1Q22
Receivables	1,546	1,796	1,807	2,039	1,887
Inventories	1,099	1,153	1,230	1,303	1,531
Payables <sup>(3)</sup>	(791)	(778)	(816)	(791)	(854)
Working Capital	1,854	2,171	2,222	2,552	2,564
% of Annualized Net Revenue <sup>(4)</sup>	40%	36%	34%	39%	43%

(1) Calculated based on Continuing Operations Gross Revenue, Net of Discounts

(2) Calculated based on Continuing Operations COGS

(3) Includes Suppliers' Assignment of Receivables

(4) Annualized last quarter Net Revenue

## Tax Credits to offset Income Tax payment

i) Federal Recoverable Taxes: R\$910.3 million (please refer to Explanatory Note 13 of the Financial Statements);

ii) Cash effect of Income Tax and Social Contribution Losses Carryforward: R\$2,081.7 million (please refer to Explanatory Note 23(a) of the Financial Statements).

## **Reconciliation of Adjusted EBITDA, or EBITDA from Continuing Operations**

#### Table 14

(R\$ million)	1Q21	% NR	1Q22	% NR	∆ %
Net Income	305.1	26.1%	346.9	23.2%	13.7%
(+) Income Tax and CSLL	(19.4)	-1.7%	(56.4)	-3.8%	191.3%
(+) Net Interest Expenses	41.3	3.5%	173.6	11.6%	320.2%
(+) Depreciations / Amortizations	31.1	2.7%	37.6	2.5%	20.7%
EBITDA	358.2	<b>30.6%</b>	501.7	33.6%	40.1%
(-) EBITDA from Discontinued Operations	3.8	0.3%	4.0	0.3%	5.0%
Adjusted EBITDA (EBITDA from Continuing Operations)	362.0	<b>30.9%</b>	505.7	33.9%	39.7%

EBITDA is a non-accounting measure prepared by the Company and it is calculated based on net income, added by income taxes, financial expenses net of financial income, depreciation and amortization. The Adjusted EBITDA, or EBITDA from Continuing Operations, represents the EBITDA, excluding the effects related to discontinued operations that affected the Company's EBITDA. The Company uses Adjusted EBITDA, or EBITDA from Continuing Operations, as a non-accounting measure, in order to present its performance in a way that better translates the operating cash generation potential of its business.





#### 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 changing 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.

Additional unaudited information herein reflects management's interpretation of information taken from its financial information 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 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 results 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 management financial data discussed in this report, which must be considered as for informational purposes only, and should not override the analysis of our audited consolidated financial statements or our reviewed quarterly information for purposes of a decision to invest in our stock, or for any other purpose.





# **Consolidated Income Statement (R\$ thousand)**

Table 15

	1Q21	1Q22
Net Revenue	1,170,862	1,493,550
Cost of Goods Sold	(418,063)	(554,360)
Gross Profit	752,799	939,190
Selling and Marketing Expenses	(366,094)	(416,766)
General and Administrative Expenses	(55,861)	(65,474)
Other Operating Revenues (Expenses)	503	5,636
Equity in Subsidiaries	(529)	5,469
Operating Income Before Equity Income and Financial Result	330,818	468,055
Net Financial Expenses	(41,313)	(173,593)
Financial Expenses	(58,068)	(229,470)
Financial Income	16,755	55,877
Profit Before Income Tax and Social Contribution	289,505	294,462
Income Tax and Social Contribution	18,128	55,059
Net Income from Contining Operations	307,633	349,521
Net Income from Discontinued Operations	(2,541)	(2,633)
Income for the Period	305,092	346,888
Earnings per Share – R\$	0.48	0.55





## **Consolidated Balance Sheet (R\$ thousand)**

#### Table 16

Non-Current Assets

Long Term Assets

Recoverable Taxes

Other Assets

Total Assets

Deferred Income Tax and Social Contribution

Assets	12/31/2021	03/31/2022
Current Assets	6,491,633	6,067,824
Cash and Cash Equivalents	2,287,062	1,595,166
Accounts Receivables	2,039,474	1,887,346
Inventories	1,303,480	1,531,128
Recoverable Taxes	597,195	623,575
Financial Derivatives	29,305	19,166
Other Assets	232,348	408,674
Dividends and IOC receivables	2,769	2,769

13,326,329

1,097,410

355,115

492,676

249,619

19,817,962

20,372,617

14,304,793

1,150,728

419,067

469,945

261,716

Liabilities and Shareholders' Equity	12/31/2021	03/31/2022
Current Liabilities	2,776,526	3,521,561
Suppliers	327,133	399,436
Suppliers' Assignment of Receivables	463,627	454,664
Loans and Financing	565,648	1,639,301
Salaries Payable	284,290	254,773
Income Tax and Social Contribution	984	1,009
Taxes Payable	68,865	57,424
Accounts Payable	276,647	282,939
Dividends and IOC Payable	704,808	194,782
Notes Payable	36,840	27,146
Financial Derivatives	47,684	210,087
Non-Current Liabilites	7,207,965	6,952,648
Loans and Financing	6,795,339	6,560,354
Deferred Income Tax and Social Contribution	73,993	67,817
Taxes Payable	12,495	10,444
Accounts Payable	99,548	114,551
Provisions for Contingencies	193,494	186,154
Notes Payable	8,544	8,751
Financial Derivatives	24,552	4,577
Shareholders' Equity	9,833,471	9,898,408

Fixed Assets and Investments	12,228,919	13,154,065
Investments	111,001	120,669
Investment Properties	25,616	25,439
Property, Plants and Equipments	2,095,140	2,184,470
Intangible Assets	9,997,162	10,823,487

Total Liabilities and Shareholders' Equity	19,817,962	20,372,617
Income for the Period	0	152,894
Attributed to non-controlling shareholders	6,880	6,131
Treasury Stock	(81,350)	(54,261)
Profit Reserves	4,360,237	4,360,237
Equity Valuation Adjustments	(181,839)	(295,335)
Capital Reserve	1,251,417	1,250,616
Capital	4,478,126	4,478,126
Shareholders' Equity	9,833,471	9,898,408
		4,577





# Consolidated Cash Flow Statement (R\$ thousand)

#### <u>Tabela 17</u>

	1Q21	1Q22
Cash Flows from Operating Activities		
Income (Loss) Before Income Taxes including Discontinued Operations	285,734	290,504
Depreciation and Amortization	31,146	37,606
Asset Impairment	97	365
Gain on Permanent Asset Disposals	(14,287)	412
Equity Method	586	(5,469)
Foreign Exchange (Gains) Losses	(3,211)	15,139
Net Interest and Related Revenue/Expenses	44,524	158,454
Expenses Related to Share Based Remuneration	4,131	5,679
Provisions	16,208	(7,583)
Adjusted Results	364,928	495,107
Decrease (Increase) in Assets	(295,654)	(165,561)
Trade Accounts Receivable	(30,690)	157,793
Inventories	(180,421)	(184,316)
Recoverable Taxes	(49,226)	42,303
Judicial Deposits and Others	17,037	(7,865)
Other Accounts Receivable	(52,354)	(173,476)
Increase (Decrease) in Liabilities	81,774	(17,772)
Suppliers	42,507	63,748
Suppliers' Assignment of Receivables	10,644	(12,220)
Financial Derivatives	12,056	(41,685)
Income Tax and Social Contribution Paid	(6,882)	(471)
Taxes Payable	10,354	(12,428)
Salaries and Payroll Charges	13,284	(30,545)
Accounts Payable	12,026	19,739
Operations Interest Paid	(12,103)	(4,287)
Other Accounts Payable	(112)	377
Net Cash Provided by Operating Activities	151,048	311,774
Cash Flows from Investing Activities		
Capital Increase/Decrease in Subsidiaries/Affiliates	(202)	(4,228)
Acquisitions of Subsidiaries, Net of Cash Acquired	(3,543,631)	(9,990)
Acquisitions of Property, Plant and Equipment	(115,124)	(102,483)
Intangible Assets	(46,667)	(729,879)
Proceeds from the Sale of Assets with Permanent Nature	154,513	(12,958)
Interest and Others	7,535	29,820
Investment Hedge	46,396	(140,366)
Net Cash From Investing Activities	(3,497,180)	(970,084)
Cash Flows from Financing Activities		
Borrowings	1,105,000	813,075
Treasury Stock Purchase / Sale	(84,973)	21,613
Repayment of Loans - Principal	(21,583)	(20,365)
Repayment of Loans - Interest	(26,014)	(129,147)
Dividends and IOC Paid	(671,594)	(704,799)
Loan Derivatives	0	(13,963)
Net Cash From Financing Activities	300,836	(33,586)
Net Increase (Decrease) in Cash and Cash Equivalents	(3,045,296)	(691,896)
Statement of Increase in Cash and Cash Equivalents, Net		
Cash and Cash Equivalents at the Beginning of the Period	4,743,298	2,287,062
Cash and Cash Equivalents at the End of the Period	1,698,002	1,595,166
	(3,045,296)	
Change in Cash and Cash Equivalent	(3,045,296)	(691,896)