



# ***3Q22 Earnings Presentation***

October 28, 2022

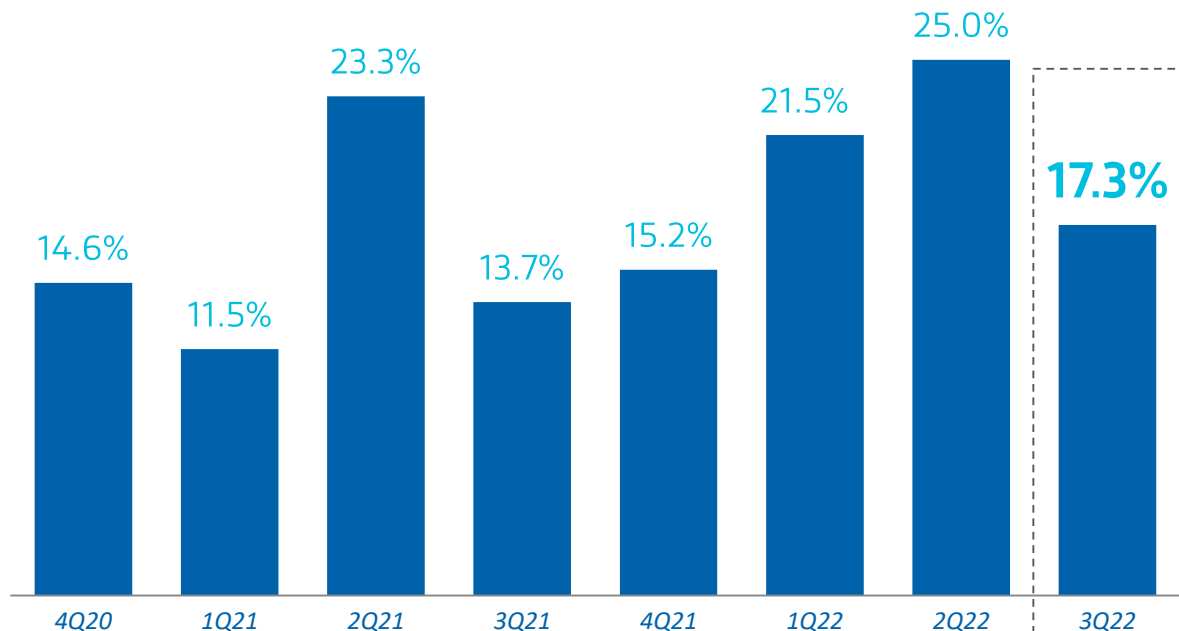
# Disclaimer

*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 of 17.3% in 3Q22



**4.1p.p.**  
of growth above  
the market in  
9M22

**Hypera Organic  
vs. Market (YoY):**

+1.5pp	+2.0pp	+1.1pp	+1.4pp	+2.5pp	+6.3pp	+6.5pp	+0.1pp
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# Main Launches in 3Q22



Interest on Equity of R\$194.8 million (R\$0.31/share) in 3Q22



Affinity groups focusing on minorities

Health efforts in São Paulo and Anápolis

Compliance Day

+21% in Standard & Poor's ESG ranking score in the last year

# Non-retail Market

- Net Revenue of R\$100.9 million, compared to R\$34.9 million in 3Q21
- Launch of the antibiotics *CEFEPIME*, *CEFUROXIM* and *BAC-SULFITRIN*
- New injectables plant launched in *Anápolis-GO*



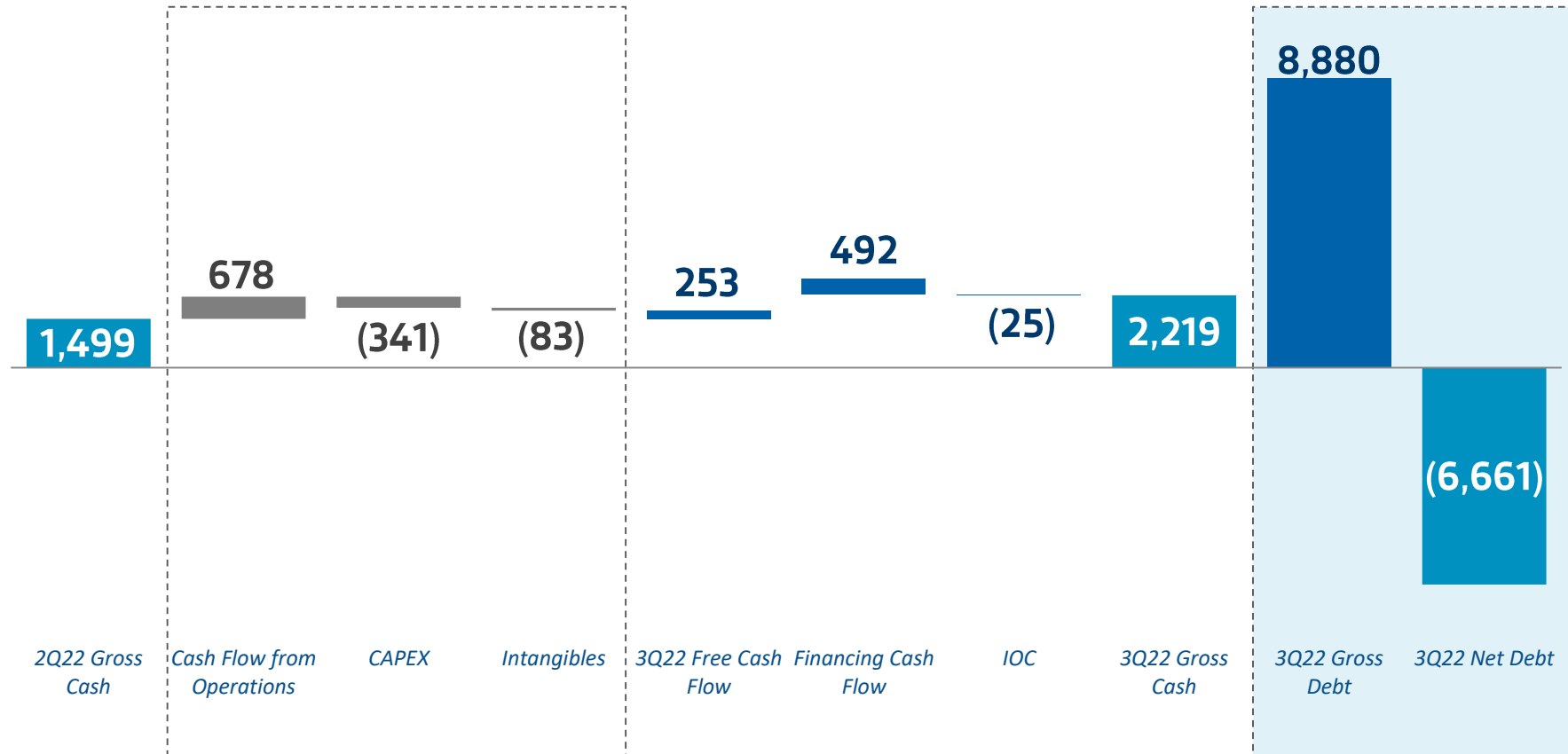
Plant opened in August/22, **tripling** current capacity

# 3Q22 Results (R\$ million)

- **NET REVENUE**  
**R\$2,035.8** +24.7%<sup>1</sup>
- **GROSS MARGIN**  
**63.5%**<sup>2</sup> -40bps<sup>1</sup>
- **MARKETING EXPENSES**  
**16.1%**<sup>2</sup> -70bps<sup>1</sup>
- **SELLING EXPENSES**  
**10.1%**<sup>2</sup> -80bps<sup>1</sup>
- **GENERAL AND ADMINISTRATIVE EXPENSES**  
**4.1%**<sup>2</sup> +50bps<sup>1</sup>
- **EBITDA MARGIN FROM CONTINUING OP. (excl. OTHERS)**  
**35.5%**<sup>2</sup> +60bps<sup>1</sup>
- **NET INCOME FROM CONTINUING OPERATIONS**  
**R\$469.7** +1.1%<sup>1</sup>



# 3Q22 Cash Flow (R\$ million)



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

