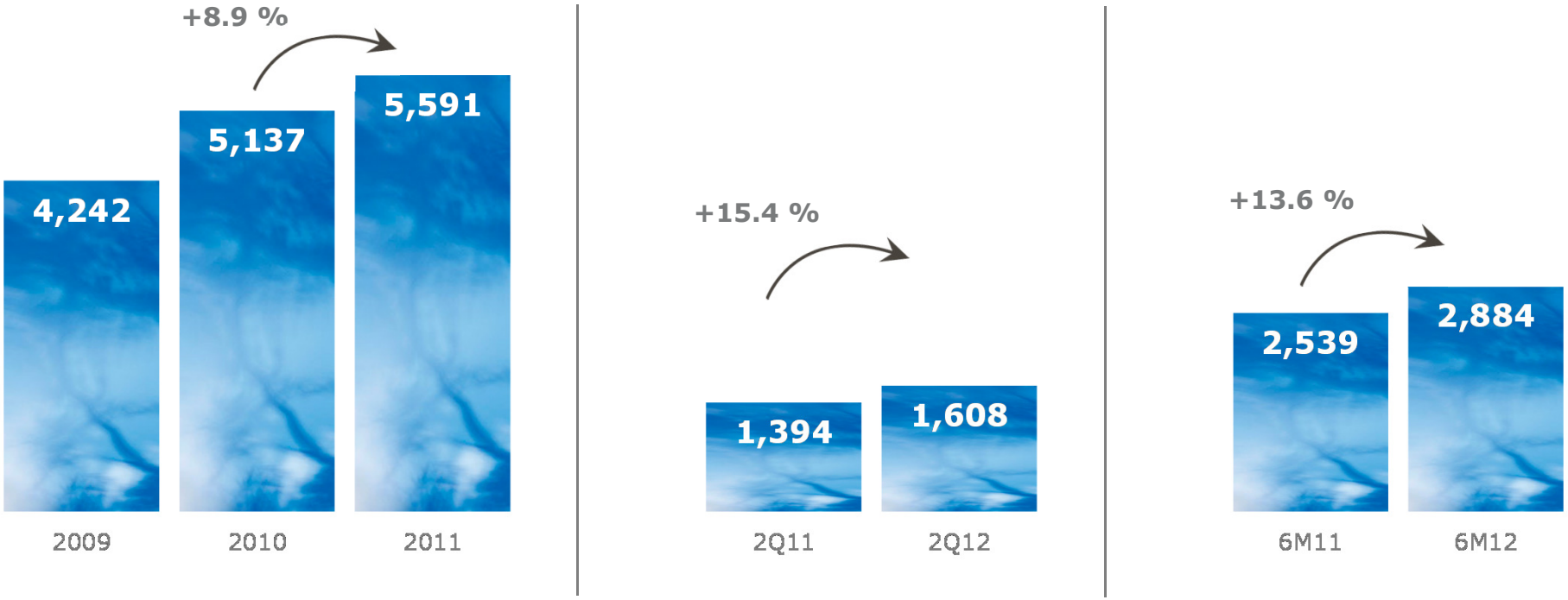

Earning results
2Q12
July, 27th 2012
natura
bem estar bem

# net **revenues**



## consolidated

**R$ million**
CAGR '09 – '11 = **14.8%**



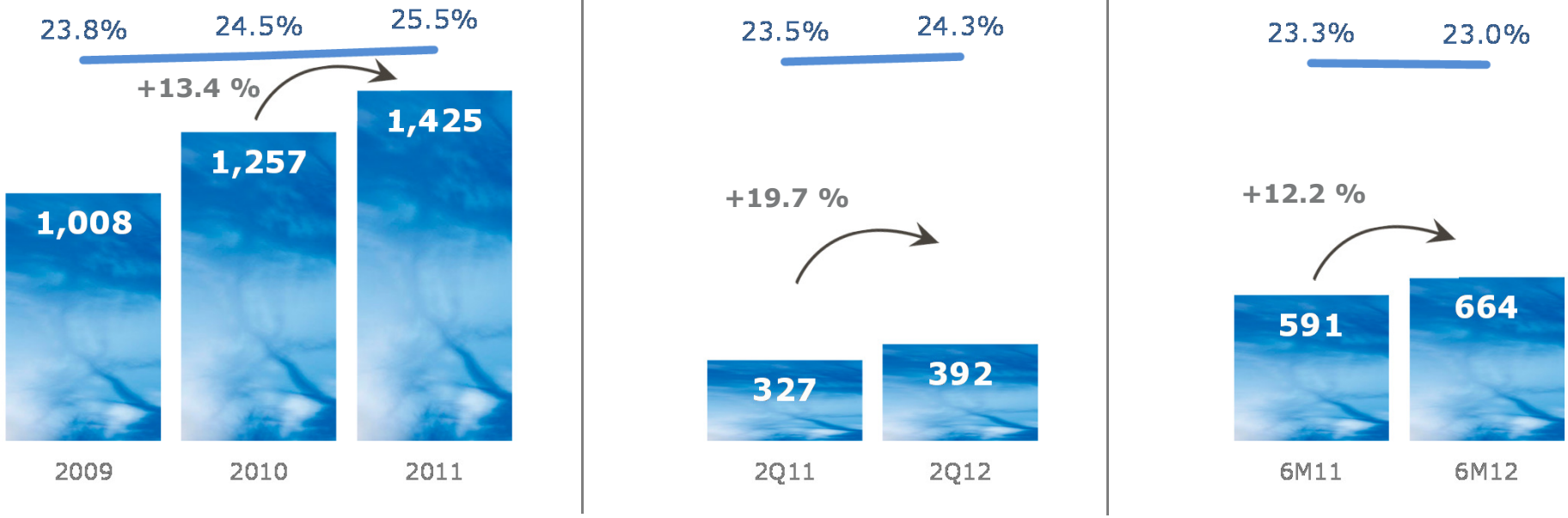

natura
bem estar bem

# ebitda and **margin**



## consolidated

**R$ million**
CAGR '09 – '11 = **18.9%**




(%) Margin Ebitda Consolidated  Ebitda

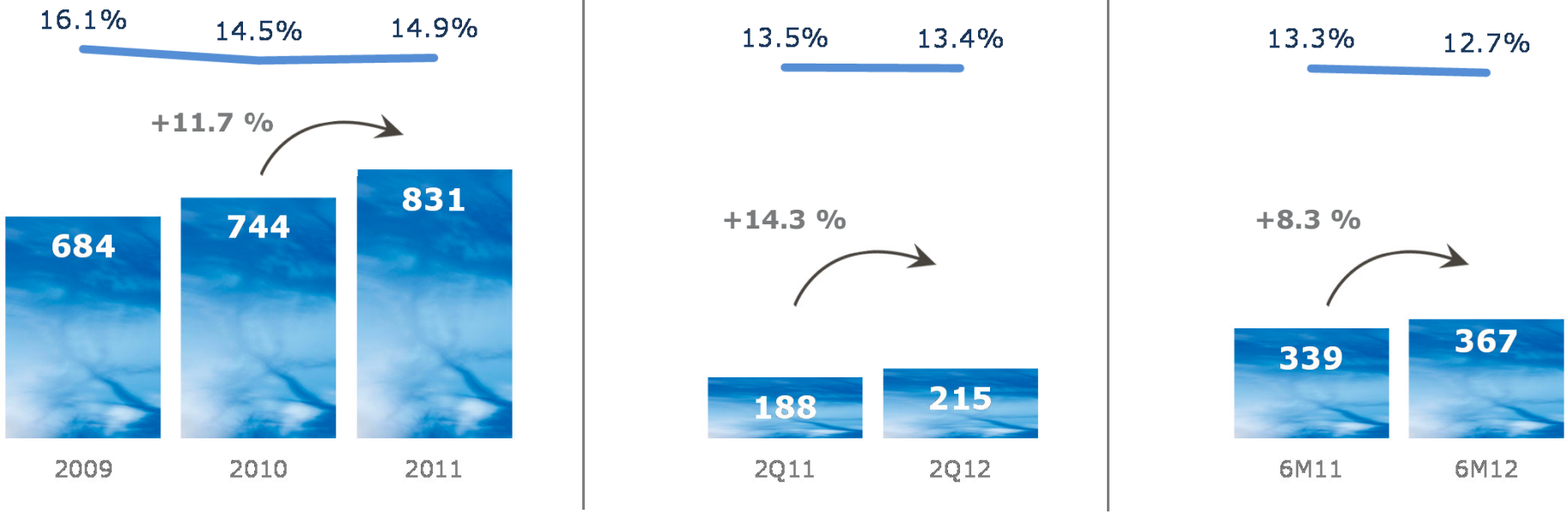
natura
bem estar bem

# net **income**



## consolidated

**R$ million**
CAGR '09 – '11 = **10.2%**



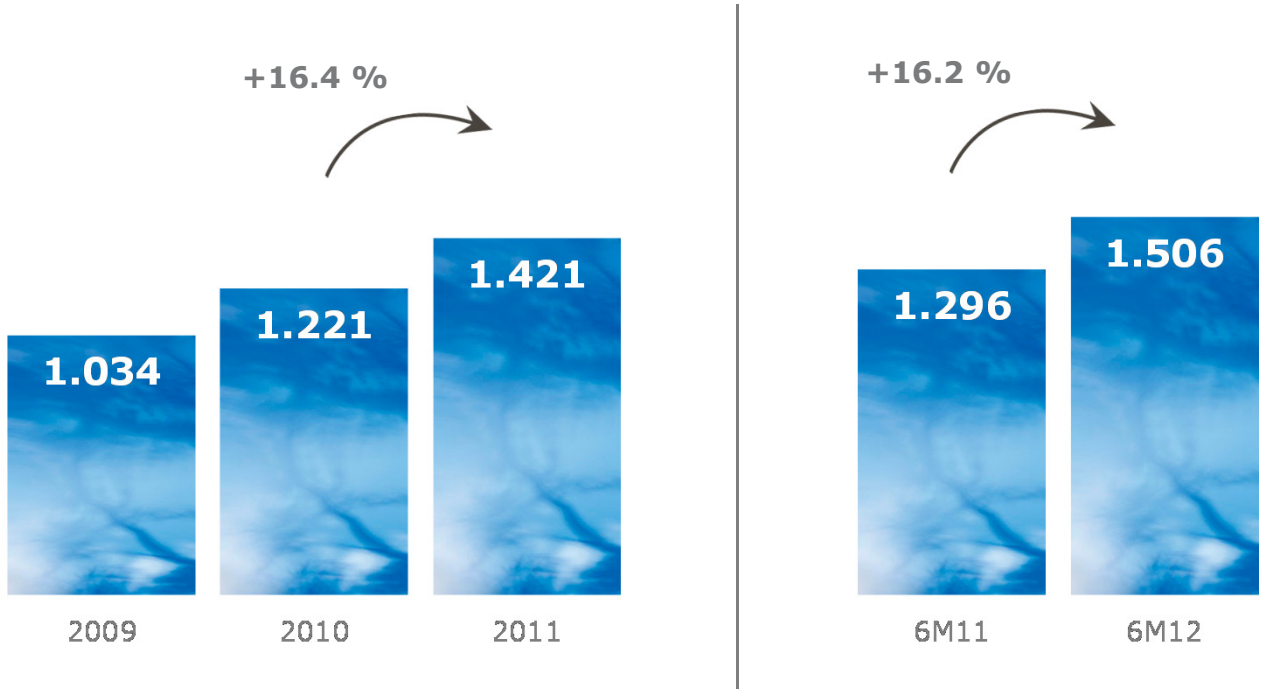

natura
bem estar bem

# sales **channel**



## consolidated[1]

**total number of consultants available (thousand)**
CAGR '09 – '11 = **17.2%**




[1] Consultants in Argentina, Brazil, Chile, Peru, Mexico, Colombia and France.

Sales channel

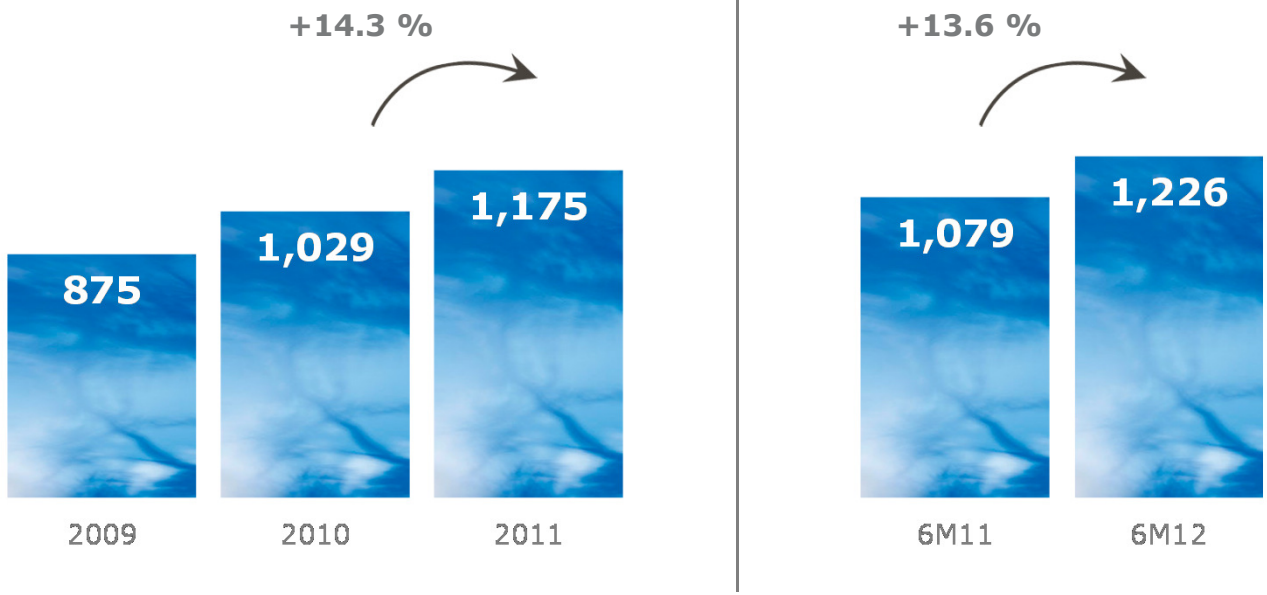
natura
bem estar bem

# sales **channel**



## Brazil

**total number of consultants available (thousand)**
CAGR '09 – '11 = **15.9%**



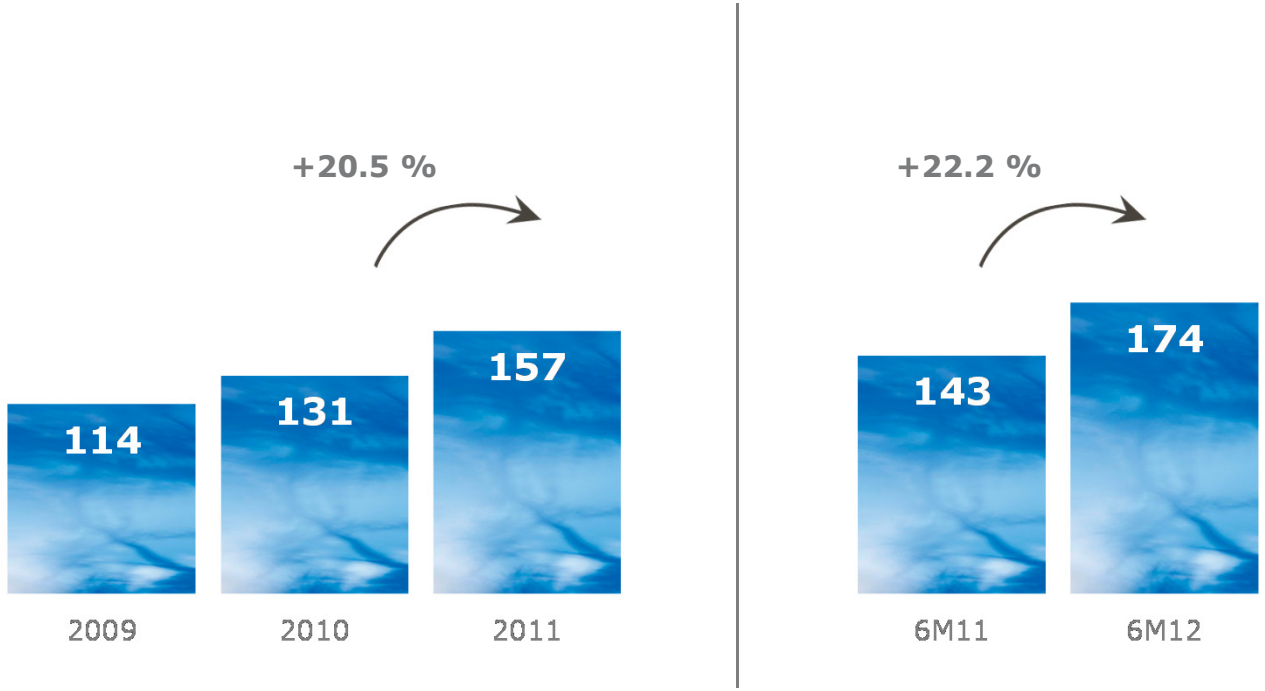

natura
bem estar bem

# sales **channel**



## Consolidation operations[1]

**total number of consultants available (thousand)**
CAGR '09 – '11 = **17.7%**




[1] Consultants in Argentina, Chile, and Peru.

Sales channel

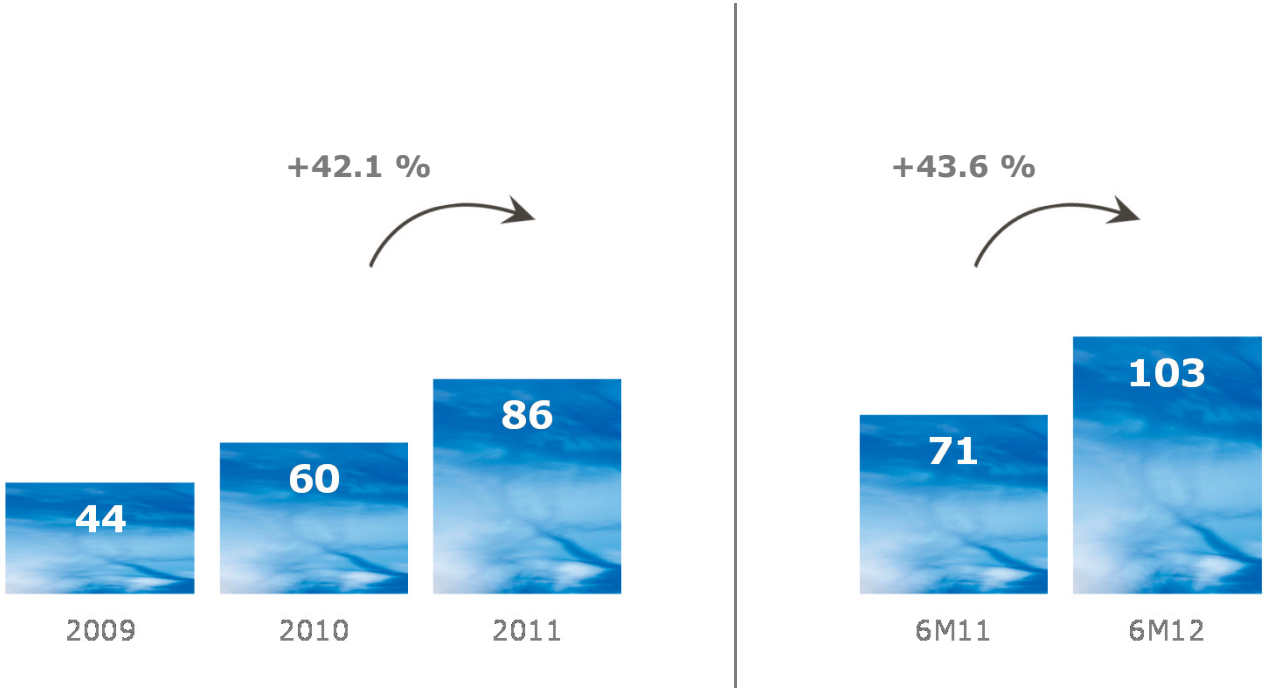
natura
bem estar bem

# sales **channel**



## Implementation operations[2]

**total number of consultants available (thousand)**
CAGR '09 – '11 = **39.2%**




[2] Consultants in Mexico and Colombia.

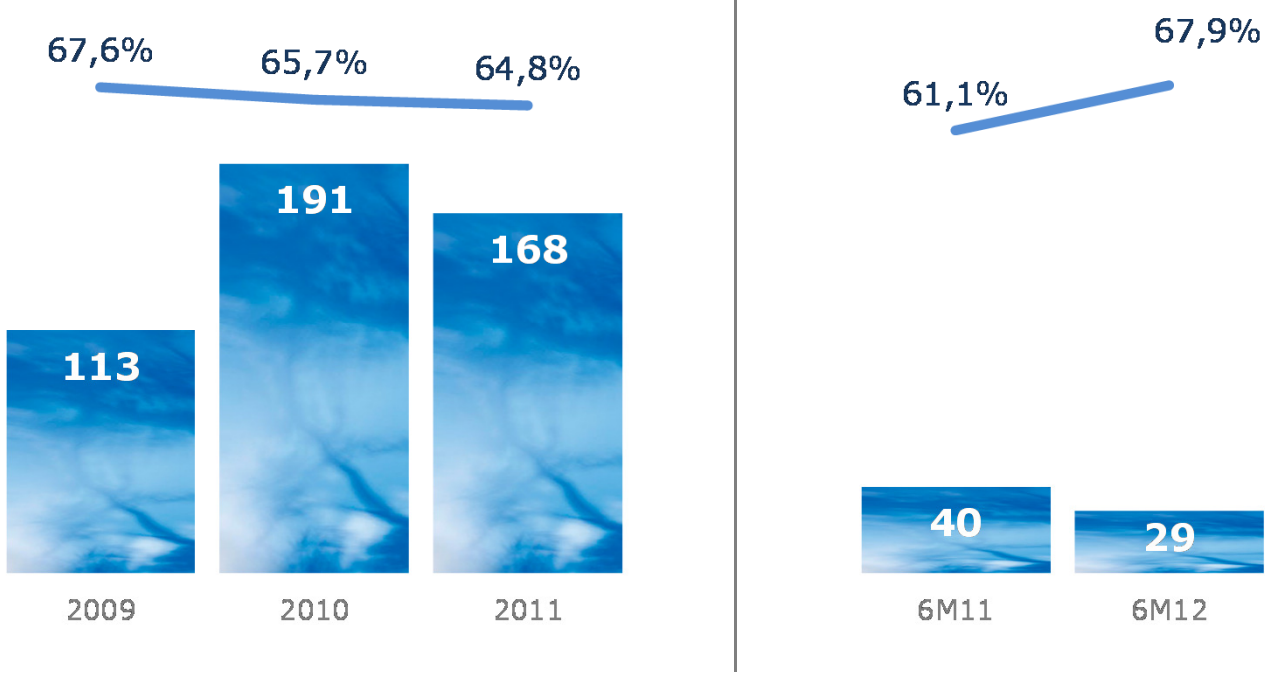
Sales channel

natura
bem estar bem

# innovation



**product launches and innovation index**
(innovation + improvements)



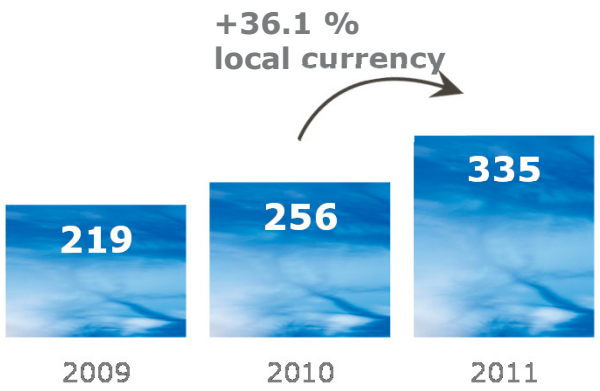

natura
bem estar bem

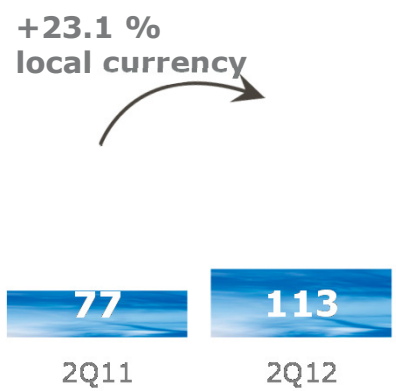
# consolidation operations[1]

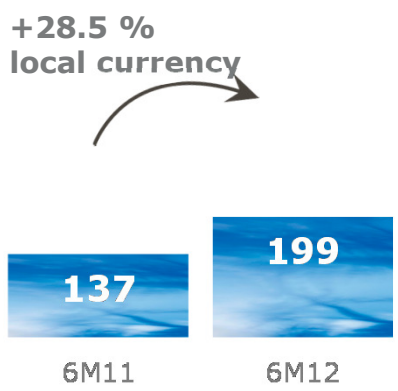


## net revenues (R$ million)

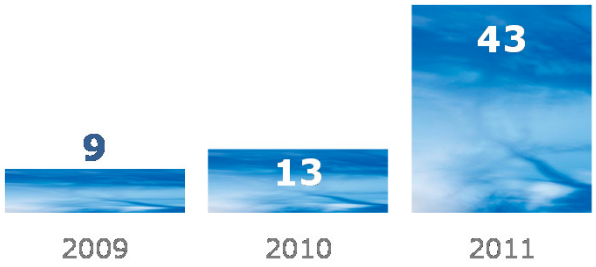
CAGR '09 – '11 = **23.8%**




## ebitda (R$ million)










[1] Argentina, Chile and Peru.

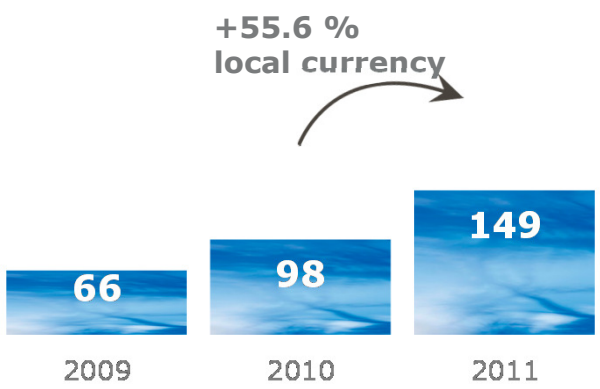
natura
bem estar bem

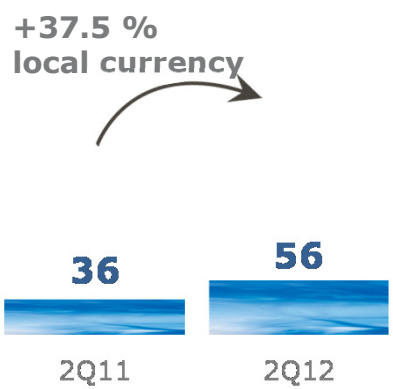
# Implementation operations [2]

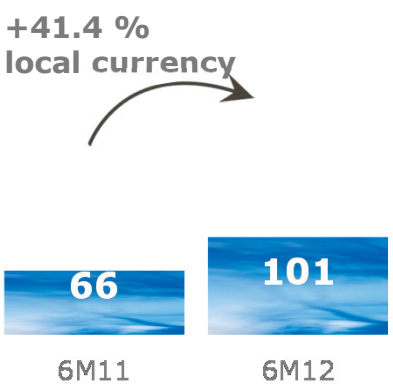


## net revenues (R$ million)

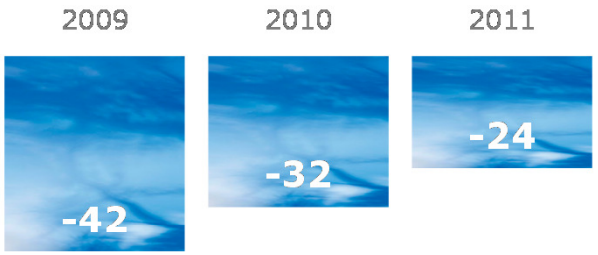
CAGR '09 – '11 = **49.8%**

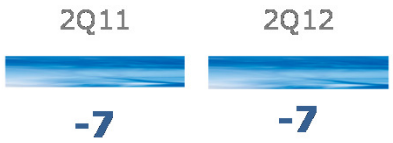



## ebitda (R$ million)



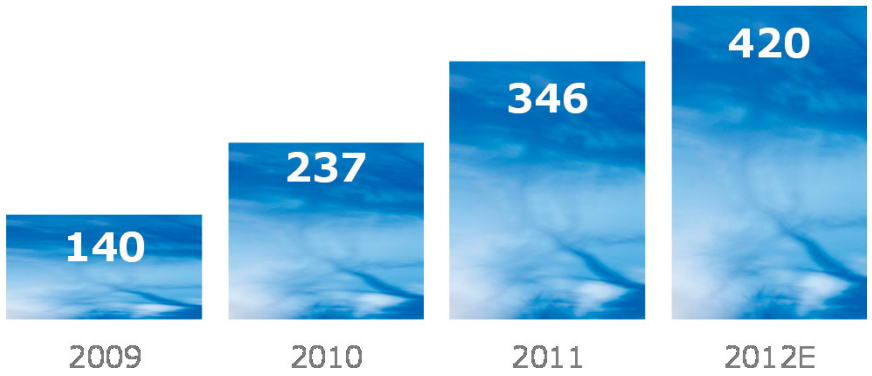




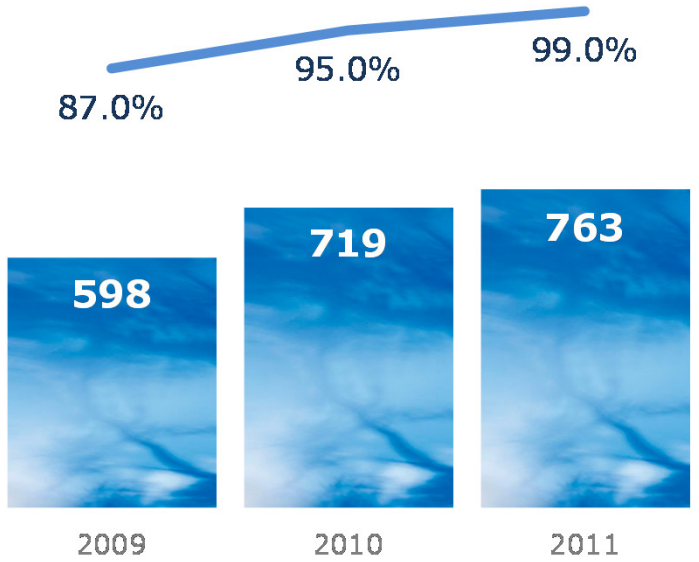
[2] Colombia and Mexico

natura
bem estar bem

## **capex**




## **dividends** and pay of ratio




natura
bem estar bem

# **cash** flow

| R$ million | 6M12 | 6M11 | Change% |
|---|---|---|---|
| **Net income** | **366.6** | **338.6** | **8.3** |
| Depreciation and amortization | 68.1 | 50.8 | 33.9 |
| Non-cash / Other* | 19.5 | (24.9) | (178.2) |
| **Internal cash generation** | **454.1** | **364.5** | **24.6** |
| Working Capital (Increase)/Decrease | 75.9 | (109.4) | (169.3) |
| **Operating cash generation** | **530.0** | **255.1** | **107.7** |
| Capex | (97.1) | (100.7) | (3.5) |
| **Free cash flow**** | **432.9** | **154.5** | **180.2** |

(*) Some 2011 figures were adjusted for proper disclosure

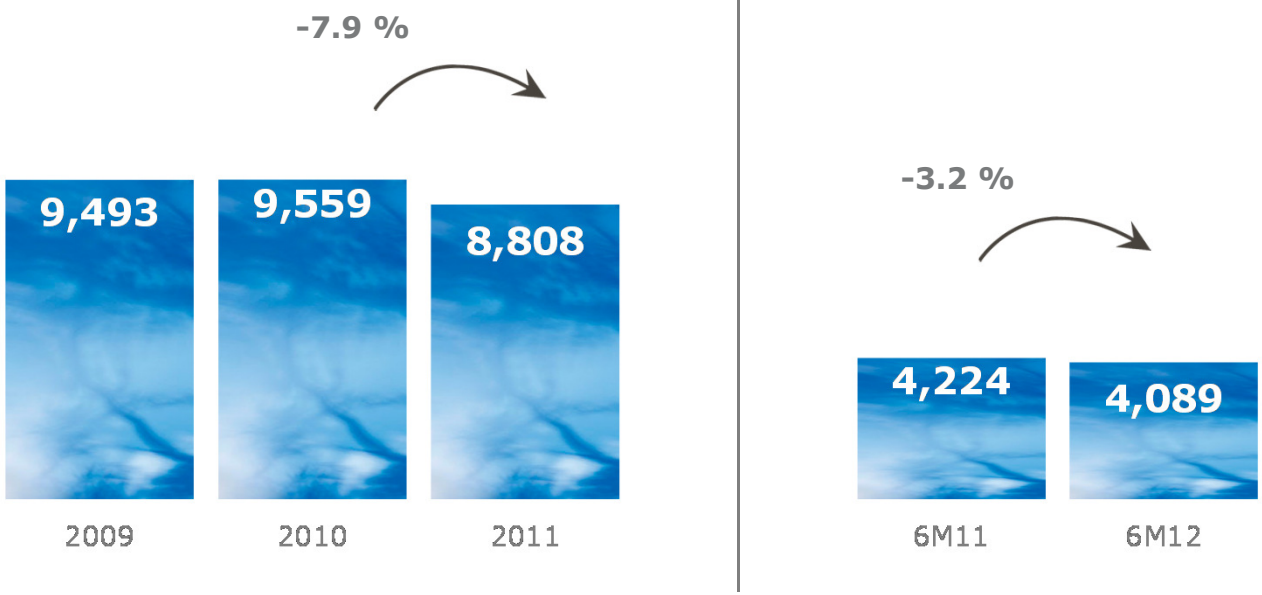
(**) (Internal cash generation) +/- (changes in working capital and long-term assets and liabilities) – (acquisitions of property, plants, and equipment).

# productivity



## Brazil

**R$ per average available consultant***




(*) At retail prices.

natura
bem estar bem

# sustainability



| Indicator | 2011 Results | 2012 Commitment | 6M12 Results |
|---|---|---|---|
| Greenhouse gas (GHG) emissions | Reduction of 5.3% over 2010 | Reduce relative greenhouse gas (GHG) emissions by 4.5% over 2011* | Reduction of 6.4% over 2011** |
| Water consumption | 0.4 liter / unit produced | Mantain 0.4 liter / unit produced in Brazil | 0.4 liter / unit produced |
| Solid Waste | 20 grams / unit produced | Maintain quantity of solid waste generated per unit produced in Brazil at 20 grams. | 25.3 grams/unit produced |
| Collections CPV | R$8.4 million | Achieve R$10.3 million sales from Crer para Ver product line in Brazil | R$6.0 million (throughout the year) |
| Funding to Supplier Communities *** | R$10.0 million | Distribute R$12 million in wealth to supplier communities. | R$4.0 million |

* Reduce relative greenhouse gas (GHG) emissions by 33.0% by 2013, against 2006 baseline inventory. In 2011 reduction of 25.4% over 2006.

** Refers to 1Q12.

*** Indicator refers to compensation and purchase of raw materials.

This presentation contains forward-looking statements. Such statements are not statements of historical fact, and reflect the beliefs and expectations of the Matura's management. The words "anticipates", "wishes", "expects", "estimates", "intends", "forecasts", "plans", "predicts", "projects", "targets" and similar words are intended to identify these statements, which necessarily involve known and unknown risks and uncertainties. Known risks and uncertainties include, but are not limited to, the impact of competitive products and pricing, market acceptance of products, product transitions by the Company and its competitors, regulatory approval, currency fluctuations, production and supply difficulties, changes in product sales mix, and other risks. This presentation also includes pro-forma information prepared by the Company for information and reference purposes only, which has not been audited. Forward-looking statements speak only as of the date they are made, and the Company does not undertake any obligation to update them in light of new information or future developments.

**www.natura.net/investidor**

natura
bem estar bem


thank you!
natura
bem estar bem