



3Q22 and 9M22 Results Presentation



viveo

Pharmacy
unlike anything
you've ever
seen!



far.me

Profarma Specialty

BOXI
FARMA

Patient care
platform



Daviso

Cremer

Over 85 years
of reference in
product quality
and innovation

Hospital
products
industry and
Items of care
and hygiene



Over 900
thousand km
per month and
deliveries
across the
national
territory



Platform
of services and
logistics solutions
for the healthcare
chain

An ecosystem of care in Brazil viveo

Complete
portfolio of
materials and
medicines with
national reach
and high level of
service

Distributors of
Hospitals'
channel



Expansion of
the services
offered to
customers.

Handling of
sterile solutions



Complete
solution for
laboratory
items



Vaccines
and
Laboratorie
s' channel
distributor

Profarma Specialty

Tecno4
Produtos Hospitalares

Reference in
trust and
quality in the
vaccine
market

PRÓINFUSION
PRONTO PARA USO

Present in the supply
chain from manufacturing
to delivering to the
patient



*Expressa – CNPJ represented by the trademark Mafra Hospitalar.
**PointMed – CNPJ represented by the trademark Tecno4.
***BEMK – CNPJ represented by the trademark MedCare.

Financial Highlights 3Q22 and 9M22

NET REVENUE

- R\$ 2,273.7 million in 3Q22 (+57.5% vs 3Q21)
- R\$ 6,119.8 million in 9M22 (+39.3% vs 9M21)

GROSS PROFIT

- R\$ 370.4 million in 3Q22 (+72.9% vs 3Q21), margin 16,3%
- R\$ 992.7 million in 9M22 (+55.9% vs 9M21), margin 16.2%

ADJUSTED EBITDA ¹

- R\$ 188.7 million in 3Q22 (+58.7% vs 3Q21), margin 8.3%
- R\$ 532.1 million in 9M22 (+55.4% vs 9M21), margin 8.7%

ADJUSTED NET PROFIT¹

- R\$ 61.8 million in 3Q22 (-17.6% vs 3Q21)
- R\$ 215.3 million in 9M22 (+7.2% vs 9M21)

CASH CYCLE

- 48 days in 3Q22, 2 days less than in 2Q22

ROIC¹

- 21.3%

Quarter Highlights



Closing of the acquisitions of Life, FAMAP and Pro Infusion handling machines: entry into the sterile solutions handling segment and largest player in the southern hemisphere:
R\$ 449 MM in Revenue and R\$ 90 MM in EBITDA

Announcement of the acquisitions of Neve and Nutrifica: total investment of ~R\$ 110 MM, **combined annual revenue of R\$ 122 MM and R\$ 22 MM of EBITDA.**

Conclusion of the **acquisition of PHD in 4Q22**, reinforcing the distribution strategy of high value-added materials

Quarter Highlights



1st PLACE IN THE WHOLESALERS AND EXPORTERS CATEGORY OF VALOR NEWSPAPER'S 22ND ANNUAL VALOR 1000 AWARDS

In addition to **economic indicators**, this year's evaluation incorporated **criteria from the ESG agenda** (social, environmental and governance practices).



A milestone in the Company's history, which reinforces Viveo's commitment to simplifying the healthcare sector in Brazil, while reaping the benefits of the strategies adopted in recent years.

We are more than 6,500 people working every day To Take Care of Each Life

Quarter Highlights

SYNERGIES:

Viveo expects to gradually capture, from 2022 until 2024, estimated synergies of R\$111 million in EBITDA, considering the acquisitions announced from 2021 to May 2022.

- **For 2022:** guidance of **R\$12 million**.
- In 3Q22, we achieved **R\$9 million**, of which **R\$8 million in Expenses** and **R\$1 million in Costs**. For the year, we have already captured **R\$ 13 million** – anticipation of synergies and process efficiency.

Estimated synergies 2022	Synergies captured until Sep. 2022	%
R\$ 12 million	R\$ 13 million	112%

Subsequent Events

Issue of Debentures:

On October 27, 2022, the **6th issue of debentures** was issued in the amount of **R\$ 400 million** with **CDI rate +1.60%** and **term of 5 years**. The funds will be used to reinforce working capital and/or cash and/or extend short-term debt. Moody's assigned the rating 'AA.br' to the 6th Issue of Debentures.

MOODY'S
LOCAL

Conclusion of the PHD Acquisition

On **October 31, 2022**, the Company reported the conclusion of PHD, which has been part of the Viveo ecosystem since November. PHD operates in the **distribution of hospital, nutritional and medication products** and together with the acquisitions of Tecno4, Pointmed, Medcare and BEMK, announced in 2021, **expand the portfolio of technical and high added value products** offered by Viveo.



Main Advances in the Sustainability Agenda

Initiatives aligned with the sustainable development goals of the UN Global Compact



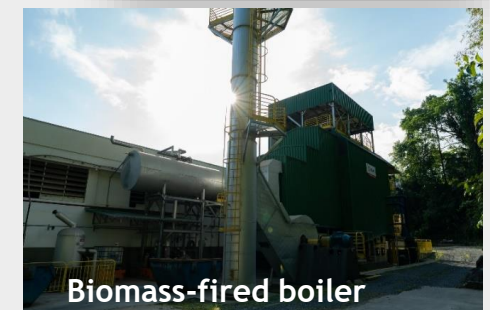
- Anti-Bribery System Certification - ISO 37001
- Actions aimed at reducing greenhouse gas (GHG) emissions:
 - **Biomass thermal fluid heater (vegetable consumption base):** reduction of ~3,000ton CO2/year – 24,100 trees/year;
 - Installation of a **biomass-powered boiler at Viveo's largest industrial plant (Blumenau/SC)**, replacing fossil fuel consumption: reduction of 6,265 ton CO2/year – 45,736 trees/year;
 - European technology brought by the company in 2021 to the adhesives industrial plant: **Hot Melt**



Hot Melt Technology



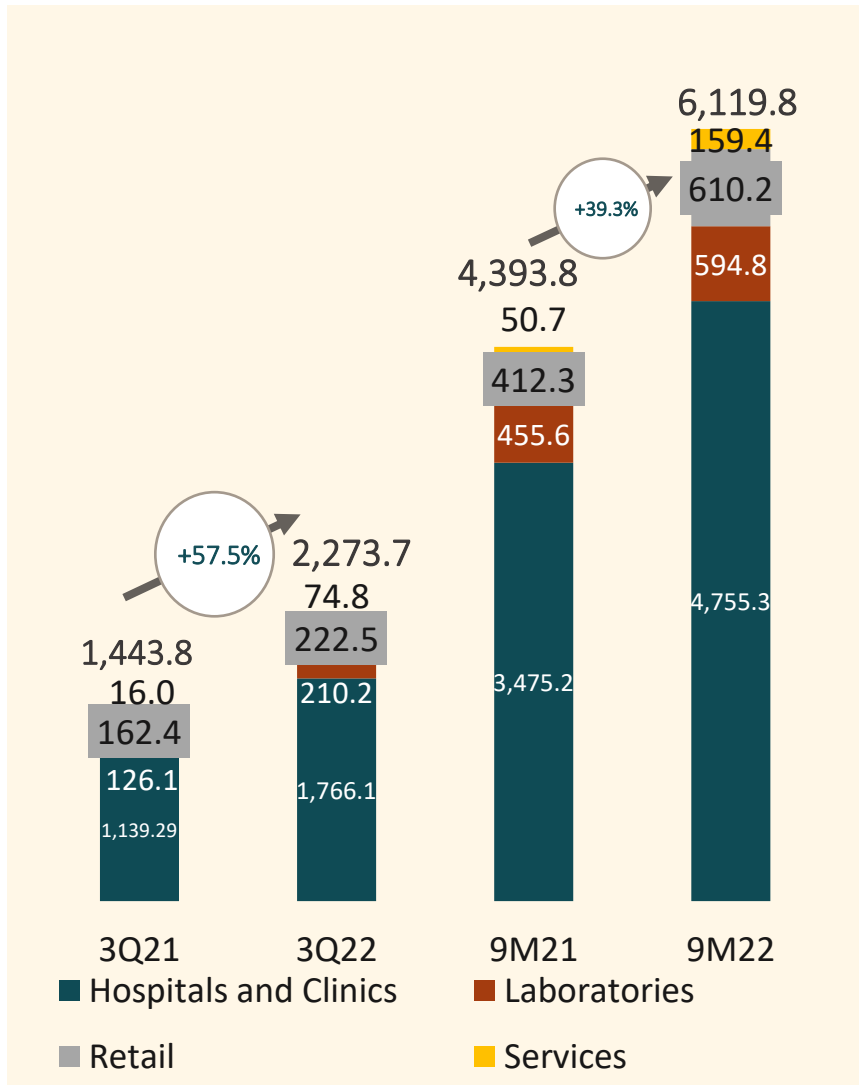
- **37 thousand people and 14 institutions benefited through the Donation Program (“Programa de Doação”)**
- **“Cuidar+” Program**
- **Viveo Volunteer Program**



Biomass-fired boiler

Net Revenue

Net Revenue (BRLMM)



Net Revenue of R\$2,273.7 million in 3Q22
Total growth of 57.5% and organic growth of 11.6%



Hospitals and Clinics: +55.0% vs 3Q21 | Organic +11.3%

- Acquisitions, especially PFS, organic growth in the sale of hospital supplies, growth in contracts in the public market portfolio (maintaining the discipline of prior assessment of the client's risk rating and ROIC of contracts) and growth in specialty pharmacy delivery, mainly in 12.9% dermocosmetics (organic base)



Laboratories: +66.7% vs 3Q21 | Organic 13.7%

- Acquisitions made in the period, higher sales volume of meningitis and herpes zoster vaccines and increased sales in the pre-analytical portfolio (greater number of customers and product launches)



Retail: +37.1% vs 3Q21 | Organic +9.8%

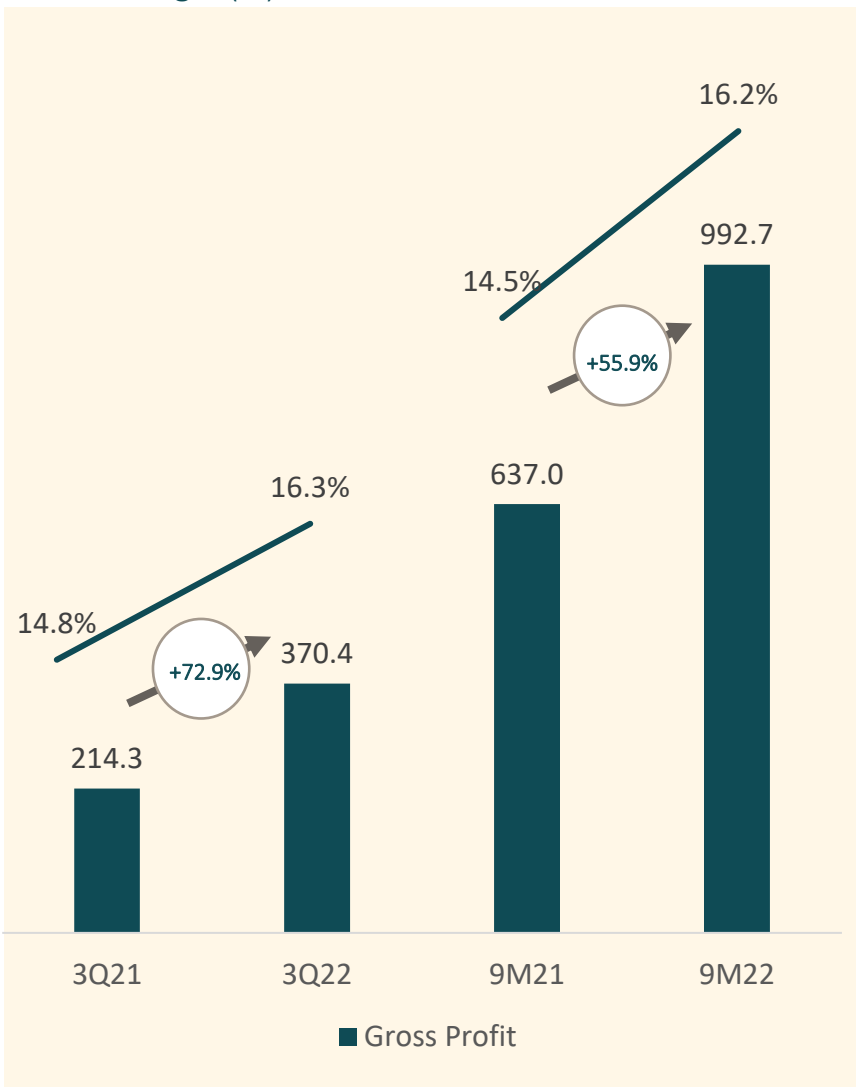
- Acquisition of FW (Nov/21) and price readjustment in the categories carried out in August 2022. Organic growth mainly due to baby wipes companies benefiting from the robust commercial structure and national logistics of the Viveo ecosystem (20.2% in the quarter).



Services: +366.4% vs 3Q21 | Organic +19.1%

- Acquisitions of Cirúrgica Mafra in Dec/21, PSP from PFS in Jun/22, Azimuth Med (Jul/21), and the sterile solutions handlers, FAMAP (Aug/22) and Life (Sep/22). Organic growth by advancing the logistics and inventory service solutions agenda with Health Log.

Gross Profit (R\$ MM)
Gross Margin (%)

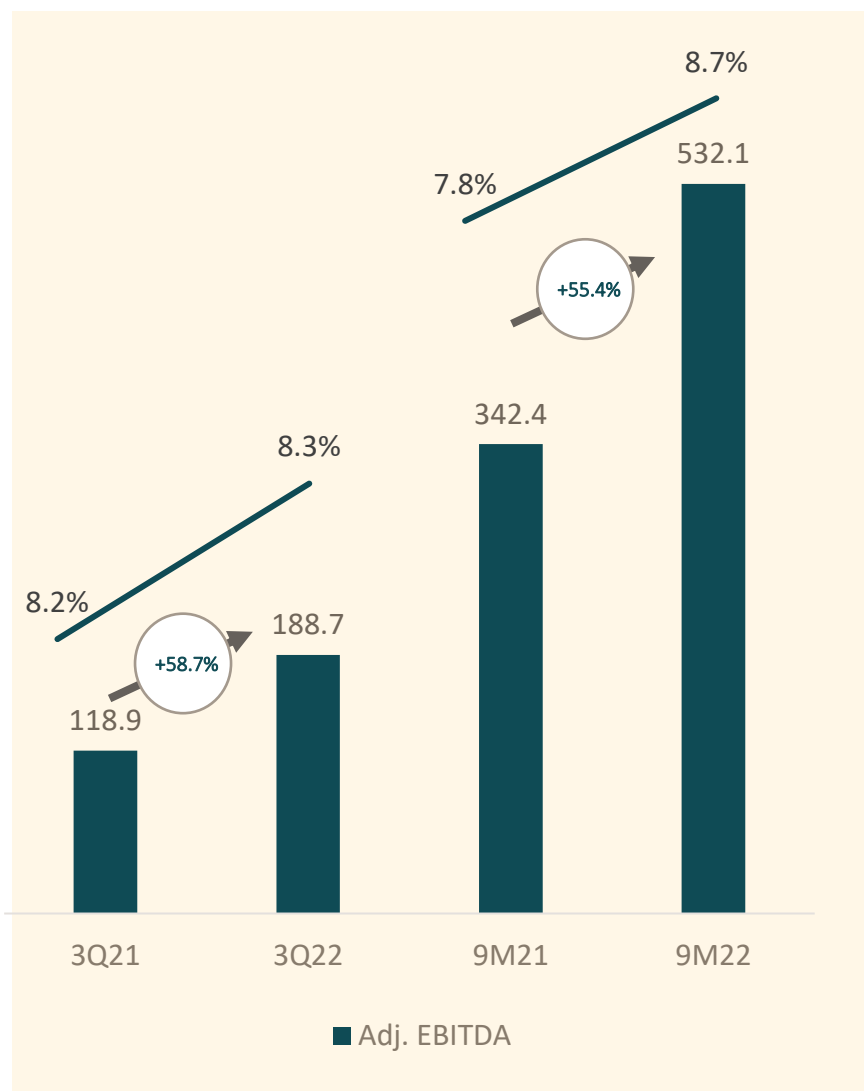


Gross profit growth with profitability gain

- R\$370.4 million in Gross Profit in 3Q22, +72.9%. vs 3Q21 (adjusted)
- **Organic growth of 19.7% in 3Q22 vs 3Q21:**
 - Margin improvement in the hospitals and clinics channel; growth of the service channel, which has the highest gross margin of the Company's channels and negatively impacted by the loss of R\$6.7 million related to the sales of excess gloves during the pandemic period in 3Q22
 - The consolidated PFS in Jun/22 has a gross margin below the margin of the rest of the ecosystem but contributes with relevant cost synergies

Adjusted Ebitda

Adjusted EBITDA (R\$ MM)
Adjusted EBITDA Margin (%)

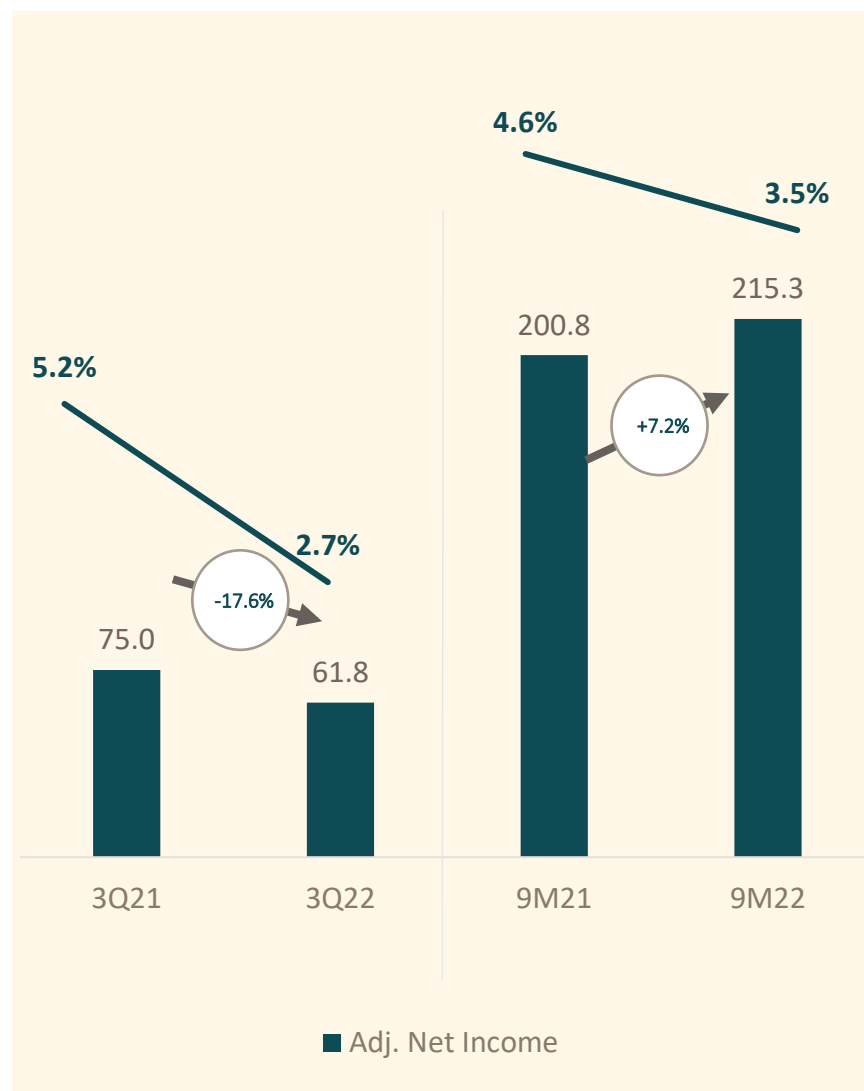


Adjusted EBITDA growth of 58.7% vs 3Q21

- Adjusted EBITDA of R\$188.7 million, growth of 58.7%.
- **Organic growth of 19.8%**
- Adjusted EBITDA margin of 8.3%, 0.1 p.p. above 3Q21
- Excluded non-recurring expenses/income include, among others:
 - Expenses with M&A and consulting
 - Stock Options
 - escrow account
 - Phantom Shares
 - Tax proceedings, etc.

Adjusted Net Income

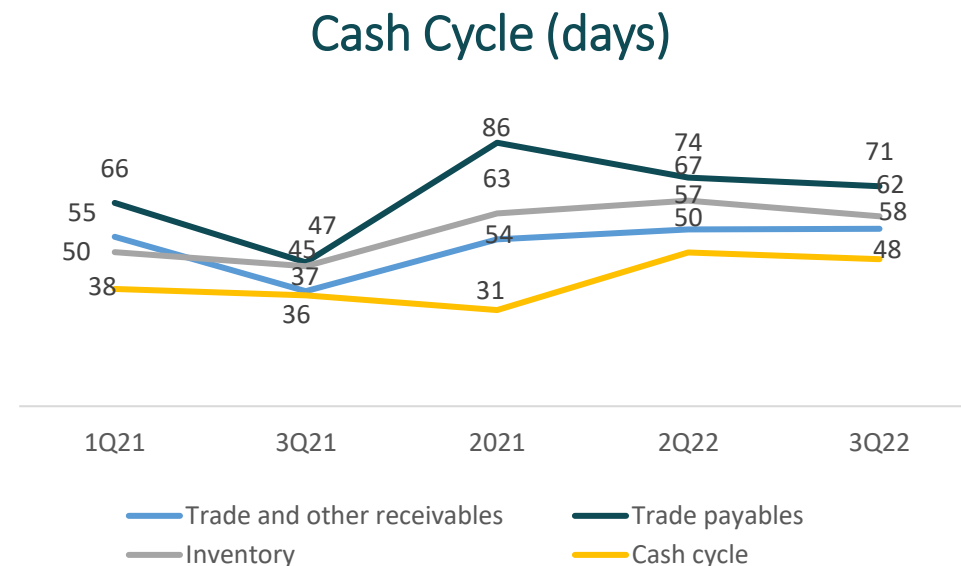
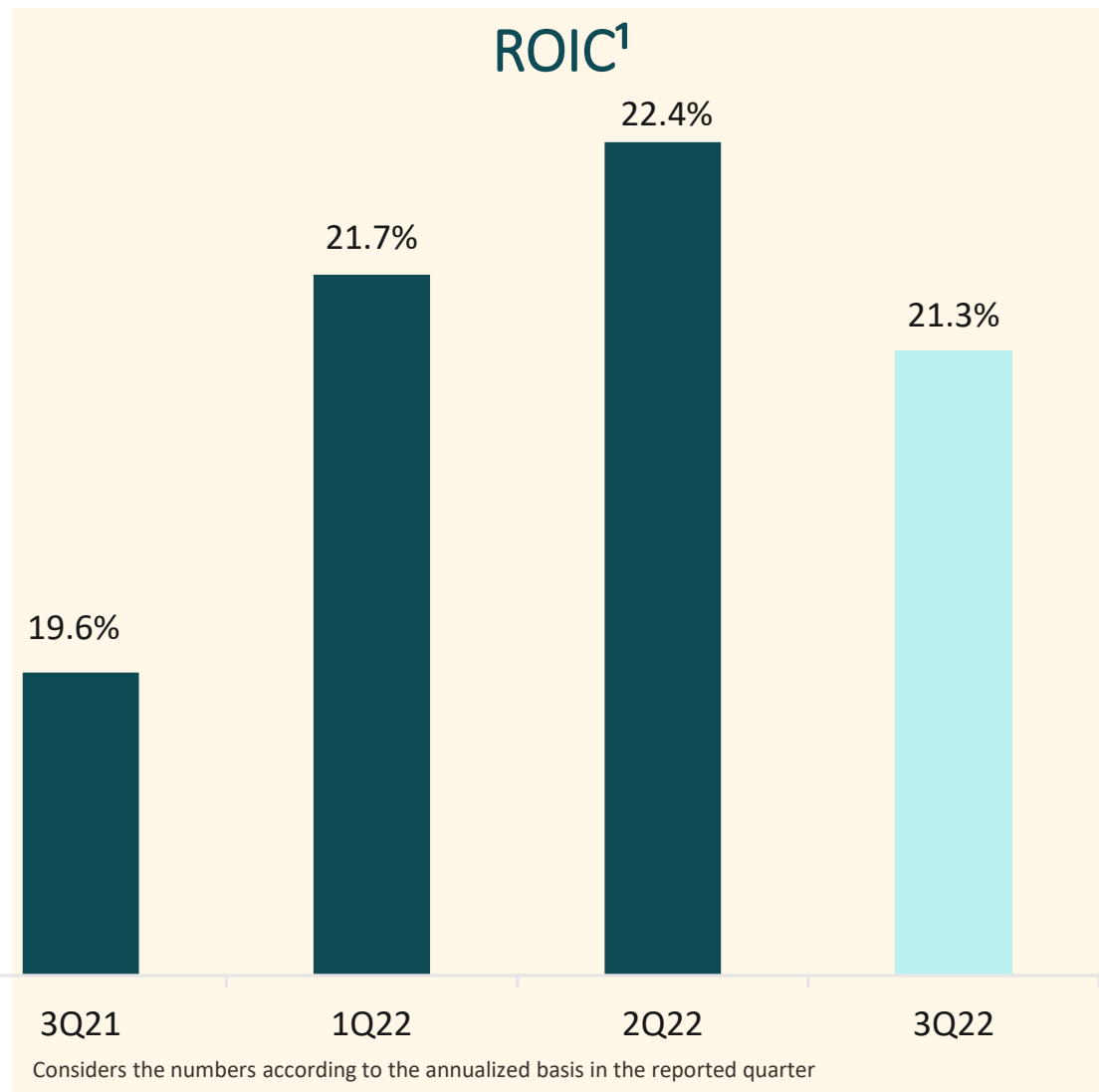
Adjusted Net Income (R\$ MM)
Adjusted Net Margin(%)



Adjusted Net Income of R\$215.3 MM in 9M22,
an increase of 7.2%

- **Adjusted Net Income of R\$61.8 MM**, a 17.6% decrease compared to 3Q21
- **Despite the growth in EBITDA**, Net Income was negatively impacted by higher net financial expenses
- **Adjustments to net income:** same non-recurring expenses for adjusting EBITDA and undue tax

ROIC and Cash Cycle



48-day cash cycle in 3Q22
(2 days below 2Q22)

The Company's objective is to reduce the cash cycle by the end of 2022 (Accounts Receivable and Inventory)

Indebtedness –in 9/30/2022

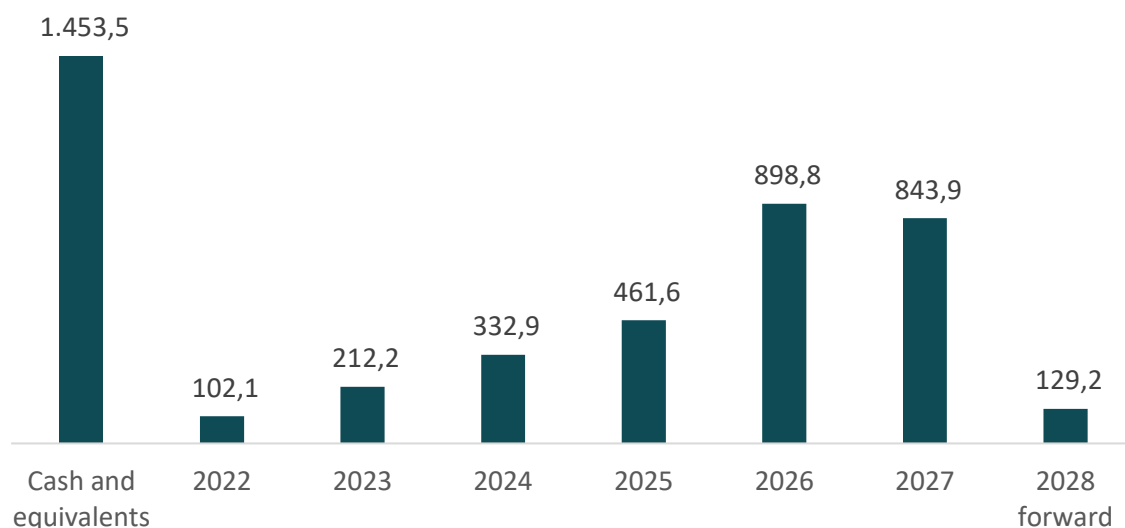
Debt Evolution (R\$ MM)

Loans and Financing (R\$ Million)	9/30/22	12/31/2021
Gross Debt ¹	3,018.7	2,131.2
Cash and equivalents ²	1,453.5	2,203.7 ²
Debt / (Cash) Net	1,565.2	(72.5)

¹ Considers derivatives

² Considers financial investments

Amortization schedule (R\$ thousand)



Average term to maturity: 4.8 years

Average cost: CDI +1.91% in 3Q22
vs CDI+ 2.19% in 4Q21

Leverage: 2.03x Div Liq/Ebitda Aj. Proforma³

³Proforma numbers consolidates acquisitions in the results of the last twelve months

Funding: reinforcement of working capital and/or cash and/or extension of short-term debt

- **5th. Issue of debentures in jul/22:**
 - BRL 1bn with CDI rate +1.60% and term of 5 years
 - Rating 'AA.br' by Moody's
- **6th. Issue of debentures in nov/22:**
 - BRL 400MM with CDI rate +1.60% and term of 5 years
 - Rating 'AA.br' by Moody's



Investor Relations

Leonardo Byrro

CEO

Flávia Carvalho

IR and M&A Director

Luciana Fonseca

IR and Press Manager

Rafaella Wolf

IR Analyst

email: ri@viveo.com.br

www.viveo.com.br/ir