



3rd Quarter 2019
Earnings Presentation

October 28, 2019

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.

Sell-out Performance

Growth of 11.0%¹ in 3Q19

Main Highlights

BENEGRIP[®]
dipirona monodratada, maleato de clorfeniramina e cafeína

ATROVERAN

PredSim

NEOSORO

Flavonid

Lisador

episol[®]

Histamin

ATROFEM[®]

Doralgina

Rinosoro[®]

Launchings of 3Q19



Launching of 24 new products



3Q19 Results (R\$ million)

GROSS REVENUE¹

R\$1,144.9 +7.9%¹

NET REVENUE

R\$1,009.1 +6,4%²

GROSS MARGIN

67.5%³ -320bps

EBITDA MARGIN

29.5%³ -90bps

MEDICAL REPS

R\$136.1 +25.1%²

RESEARCH & DEVELOPMENT

R\$32.1 +35.2%²

GENERAL & ADMINISTRATIVE

R\$55.0 +22.8%²

OTHER OPERATIONAL NET EXPENSES

R\$45.9

NET INCOME

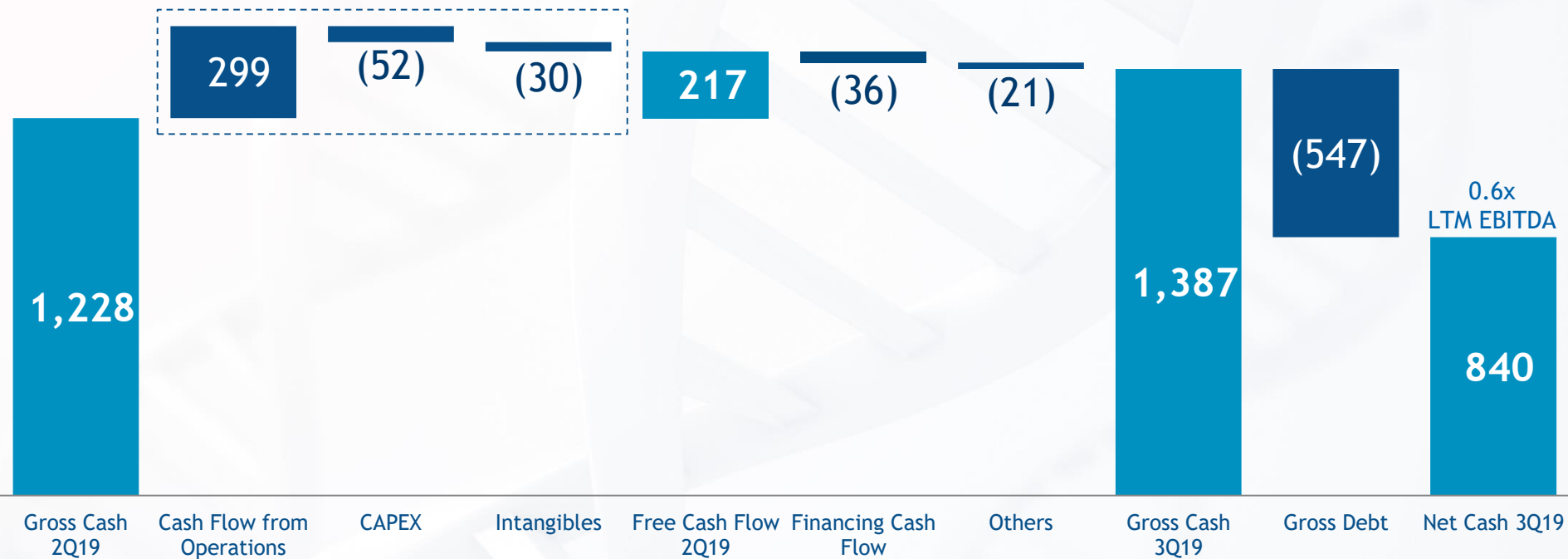
R\$267.2 +10.3%²

INTEREST ON CAPITAL

R\$161.0 (0.26/share)



Cash Flow and Debt





Hypera
pharma