



4th Quarter 2018

Earnings Presentation

February 22, 2019

Disclaimer

Forward-looking statements if part of this document 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.

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 points 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 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.

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 for purposes of a decision to invest in our stock, or for any other purpose.

Innovation in 2018



Investments in Innovation in
2018:

R\$ 180M+

31%

Innovation Index
in 4Q18

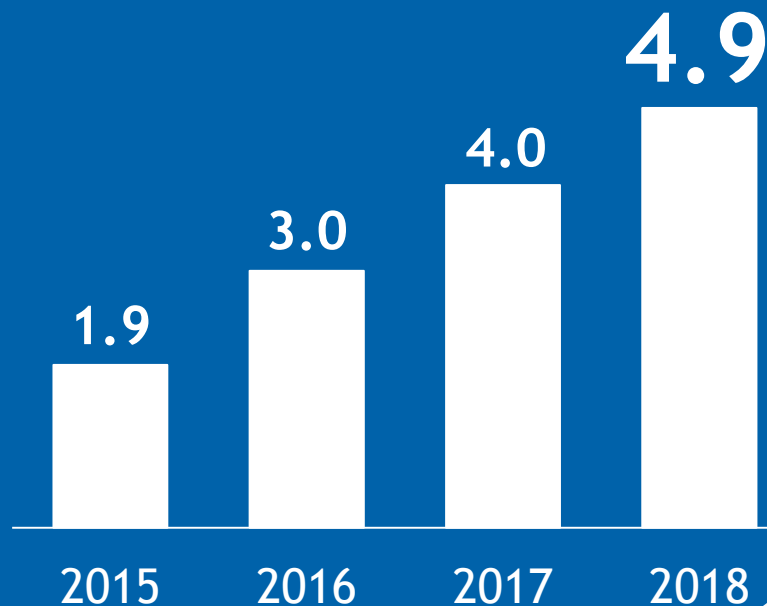


330+

Projects in the
innovation pipeline



Investments in Innovation*
% of Net Revenue



70

Products launched in 2018

of products

Brand Extensions

Lisador[®] Dip

doril[®] DC 500

LIPANON

Colflex[®] vit

Colflex[®] bio
Colágeno em cápsulas

Rinosoro[®] XT

ATROFEM[®]

ATROVERAN[®] HOT

MARACUGINA[®] PI

Tamarine

Kids[®]

Tamarine
fibras

AdderoD₃[®]
colecalciferol (vitamina D₃)

APRACUR[®] Rub
Gel

White Spaces

Velunio[®]

NOVOTRAM[®]
cloridrato de tramadol

benfor

Gestamax

Miorrelax[®]



LUNE[®]
hemitartrato de zolpidem

centro[®] tabs
SUPLEMENTO
VITAMÍNICO
E MINERAL

Aipri[®]

New Categories

Tamarine
probiom

ofolato[®] fer

Latolise[®]
GOTAS

Bifilac

Lubri[®] nat

Latolise

High Complexity

nitazoxanida

cloridrato
de nebivolol

aripiprazol

Low Complexity

desogestrel ezetimiba

lançamento 2018

Results and Highlights of 2018 (R\$ million)

NET REVENUE

R\$3,724.3 +6.4%¹

EBITDA FROM CONTINUING OP.

R\$1,318.7 +7.0%¹

NET INCOME FROM CONTINUING OP.

R\$1,135.4 +2.2%¹

CASH FLOW FROM OPERATIONS

R\$1,066.5 +14.4%¹

NET CASH

R\$1,060.1

INTEREST ON EQUITY

R\$612.0 (0.97/share)

Branded
Prescription²

Colflex^{bio}
Colágeno em cápsulas

Colflex^{vit}

ofolato

episol[®]

MaxSulid[®]
nimesulida betaciclodextrina 400 mg

Similares e
Genéricos³

NEOSORO

Doralgina

Histamin

Flavonid

Consumer
Health⁴

MARACUGINA^{PI}

Tamarine

**BIOTÔNICO
FONTOURA**

Miorrelax[®]

2018 Results (R\$ million)

NET REVENUE

R\$3,724.3 +6.4%¹ (4Q18: R\$927.5 -6.5%²)

GROSS MARGIN

71.6% -190bps¹ (4Q18: 68.6% -480bps²)

MARKETING EXPENSES³

22.0% +30bps¹ (4Q18: 21.1% +80bps²)

SG&A EXPENSES³

17.7% -90bps¹ (4Q18: 16.7% -110bps²)

EBITDA MARGIN FROM CONTINUING OPERATIONS³

35.4% +20bps¹ (4Q18: 35.4% -130bps²)



2018 Results (R\$ million)

NET INCOME FROM CONTINUING OPERATIONS

R\$1,135.4 +2.2%¹ (4Q18: R\$310.0 -32.9%²)

OPERATING CASH FLOW

R\$1,066.5 +14.4%¹ (4Q18: R\$166.9 -19.8%²)

FREE CASH FLOW

R\$845.6 -43.1%¹ (4Q18: R\$85.8 -40.4%²)



Closing Remarks and Guidance for 2019



- Investments in Innovation of over R\$180 million
- 70 new products launched
- Innovation pipeline with more than 300 projects



- Guidances for 2018 reached
- 14.4% growth in operating cash generation
- Increase of IOC to R\$0.97/share

GUIDANCE FOR 2019

- Net Income of around R\$1,225.0 million

