

#1 PHARMA COMPANY IN BRAZIL

Financial Highlights

2019 (R\$ Billion)

SELL-OUT¹

R\$4.5 +10.1%²

NET INCOME

R\$1.2 +3.0%²

EPS (R\$)

R\$1.84 +2.8%²

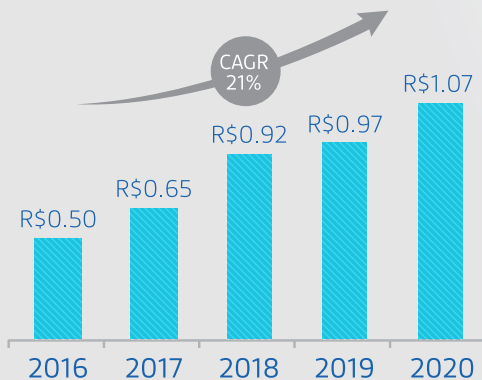
NET CASH ON 12/31/2019

R\$0.8²

DECLARED DIVIDENDS /IOC PER SHARE (R\$)

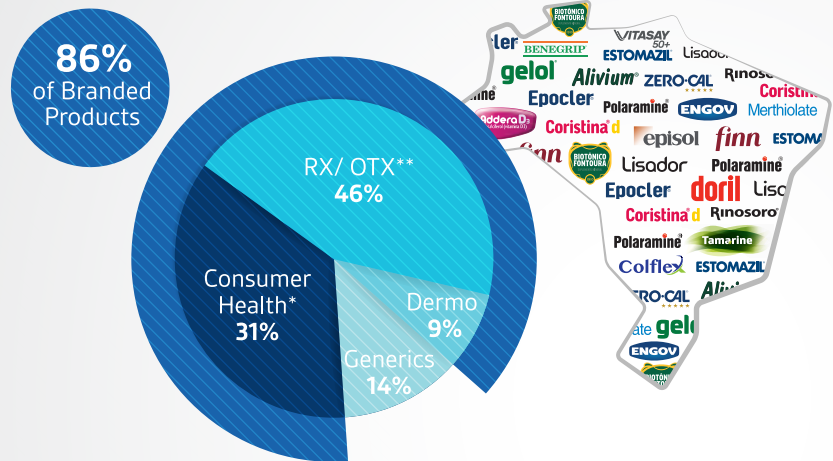
R\$1.07 +10.3%²

IOC/DIVIDENDS DISTRIBUTION INCREASE



Portfolio

% of 2019 Net Revenue

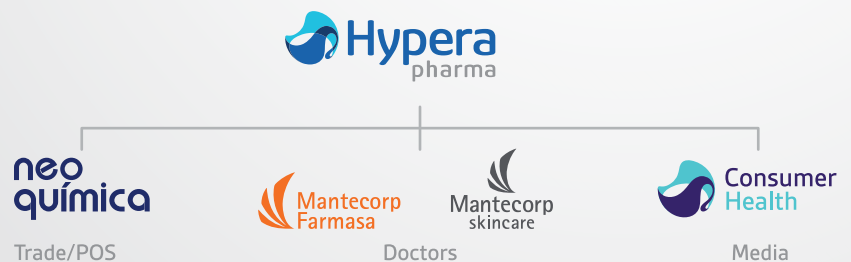


*OTC products and sweeteners;

**Branded prescription products and branded generics

Business Units

Hypera Pharma is internally divided into 3 Business Units according to demand generation (Trade/POS, Doctors and Media)



Key Objectives - Capital Allocation Strategy



FINANCE ORGANIC GROWTH

- Production capacity
- Innovation
- Investments behind the brands
- Medical Reps and Trade



RETURN CASH TO SHAREHOLDERS

- Dividends
- IOC
- Share Buybacks
- Capital Reduction



FINANCE INORGANIC GROWTH

- Payment of recent acquisitions
- Partnerships and M&As



¹ Sell-out PPP (Pharmacy Purchase Price), as per IQVIA, considers the drug stores and big retailers average purchase price;

² Vs. previous year.

Strong portfolio of leading brands boosted by recent acquisitions

300+ brands sold all over Brazil. 11 Power Brands¹ currently in the portfolio and 4 to be added after the closing of recent announced acquisitions

Hypera Power Brands



Acquired Power Brands



#1  **Hypera** pharma ^{SELL-OUT²} **R\$5.8 Billion**

Key Facts

330+

People dedicated to innovation



95

Launchings in 2019



R\$240M+

Invested in R&D in 2019



390+

Projects in the pipeline



20%

of market share in OTC¹



200+

Medical representatives hired since 2018



¹ Brands with more than R\$100 million in sell-out;

² Sell-out PPP (Pharmacy Purchase Price) FY2019, as per IQVIA. Includes recent acquisitions.