

Corporate Presentation

February 2023



DISCLAIMER

This presentation may contain information about future events, such information would not only be historical facts, but would reflect the wishes and expectations of the company's management. The words "believes", "expects", "plans", "forecasts", "estimates", "projects", "aims" and the like are intended to identify statements that necessarily involve known and unknown risks.

Known risks include uncertainties, which are not limited to the impact of price and service competitiveness, acceptance of services in the market, service transactions by the company and its competitors, regulatory approval, currency fluctuation, changes in the mix of services offered and other risks described in the Company's reports.

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Certain percentages and other amounts included in this document have been rounded up to facilitate their presentation. The scales of the charts can appear in different proportions, to optimize the demonstration. Accordingly, the numbers and charts presented may not represent

the arithmetic sum and the appropriate scale of the numbers that precede them and may differ from those presented in the financial statements.

This presentation does not constitute or should be considered an offer or solicitation to buy or sell any financial instrument or to participate in any specific business strategy.

This presentation was updated as of September 30, 2022, and the Company does not assume any obligation to update it in light of new information or future developments.



EUROFARMA AT GLANCE

One of the Leading LatAm Pharma Companies

50 Years
of history



Products in the pharma'
main segments



~8,000 employees
in Brazil and abroad



#1 prescription
pharma in Brazil¹



#2 pharma
in LatAm²



LEADERSHIP

R\$1.9 bi
2021 Adjusted EBITDA³
R\$1.8 bi in 9M22

26% CAGR
2017-2021



COMPETITIVENESS

#1 sales force
+3,800 salespeople

27.3%
2021 Adjusted EBITDA margin



EXPANSION

21 countries
presence

100%
LatAm coverage



INNOVATION

+260 projects
on pipeline by 2028

R\$363 mm
R&D Expenses in 2021 and
R\$424 mm in 9M22



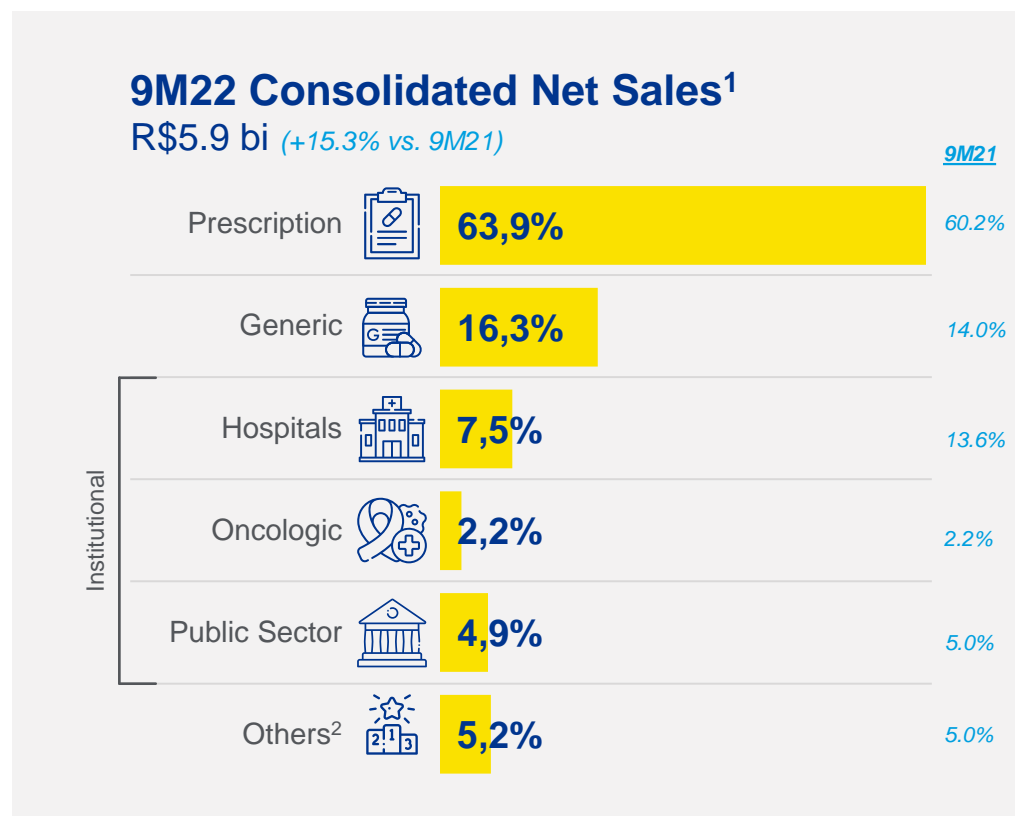
RECOGNITION

18 years Great Place to
Work

4x Sustainability Ranking⁴
(the only pharma company)

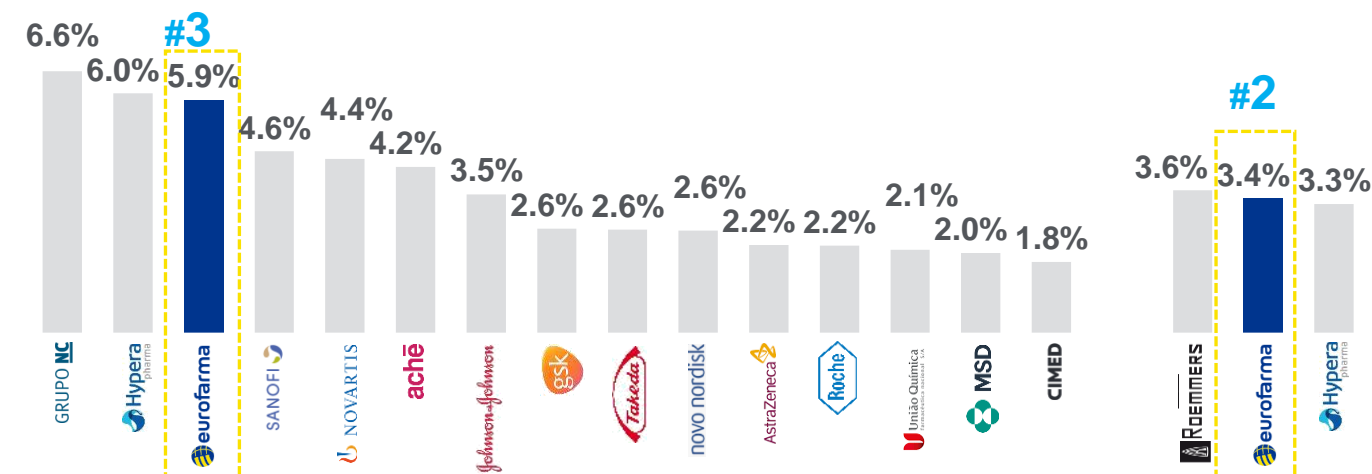
COMPLETE PORTFOLIO

Growth Profile

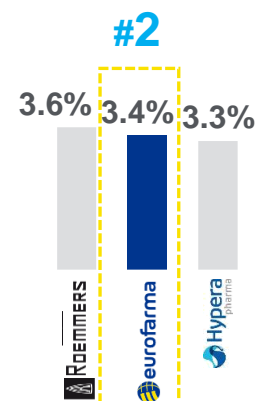


9M22 Pharma Market Share

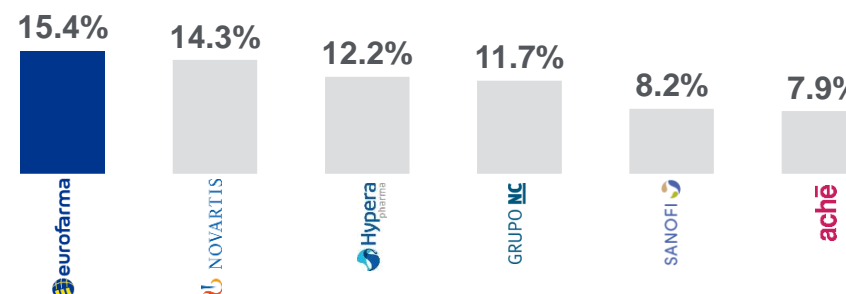
Brazil³



LatAm⁴



Among the Top Players in LatAm, Eurofarma is the One Who Has Gained More Market Share in Brazil in the Past 5 Years⁵



LEADERSHIP POSITION IN THE MAIN THERAPEUTIC CLASSES

Positioned to Further Grow

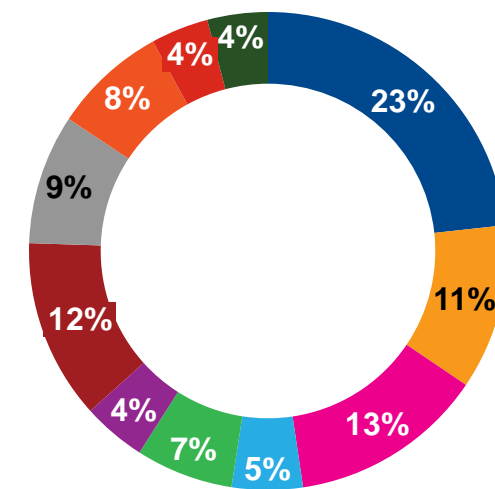
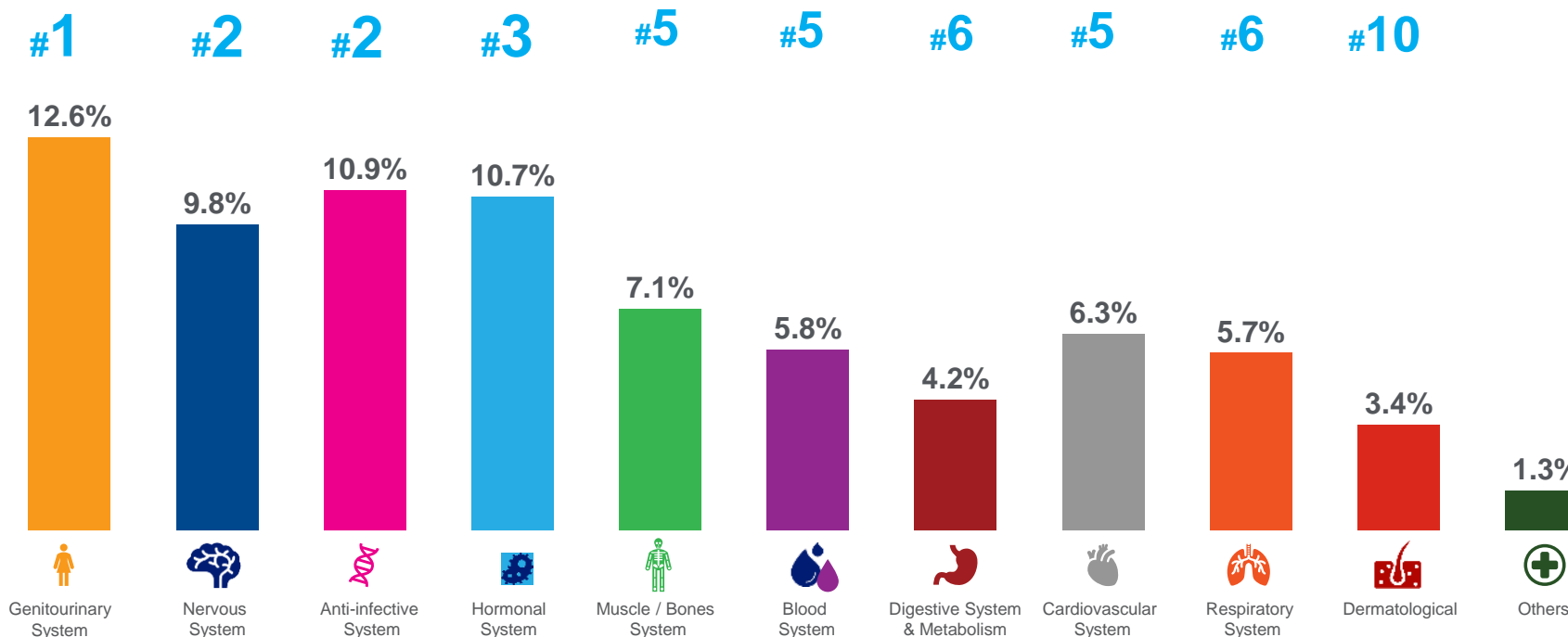
Market Share by ATC Level I - Sep/22

Market Size (R\$ bn)	7.7	20.7	10.6	4.0	8.1	6,4	25,5	12,2	11.7	10.0	27,7
Growth x Market ⁽¹⁾	+2.9%	+3,2%	+9.4%	+13.4%	+17.1%	-0.3%	+5.5%	+11.7%	(5.2%)	(5.3%)	(6.0%)

Sales by Therapeutic Class I³ (%)

R\$ 144,4 bn

Market
Position

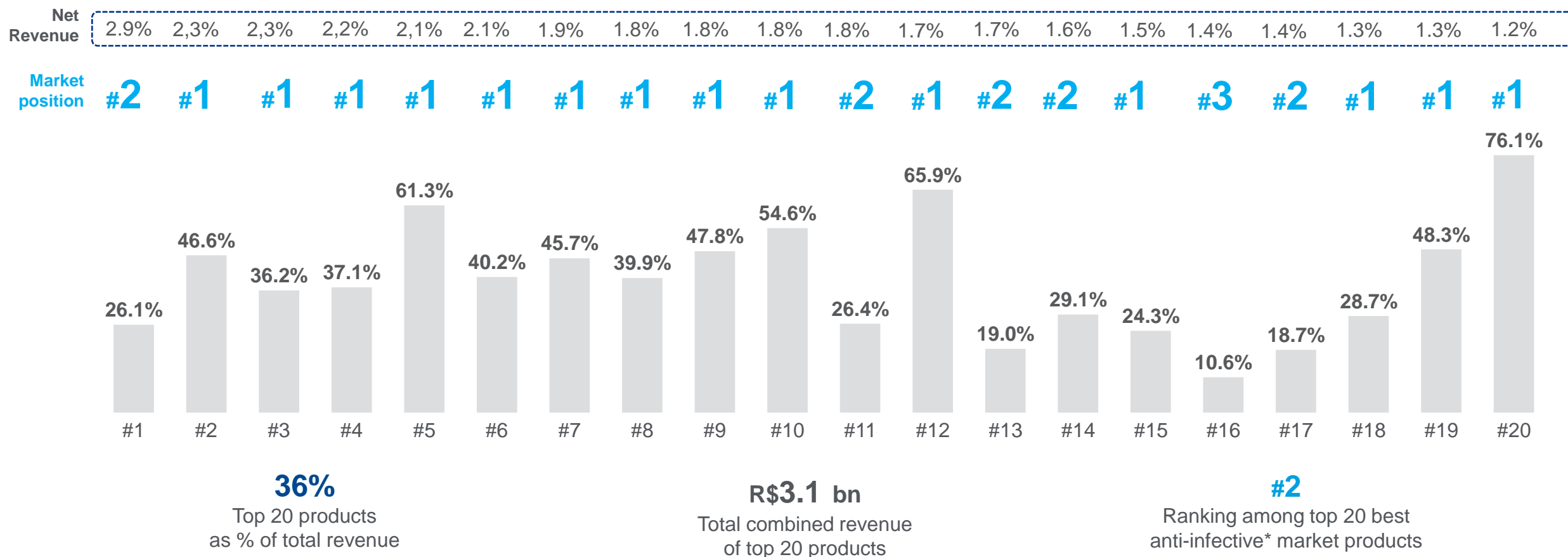


1- Eurofarma compounding annual growth rate from Sep/2018 to 2022 compared to sector compounding annual growth rate; 2- Others (antineoplastic and immunomodulatory agents + hospital solutions + antiparasitic, insecticide and repellent products + miscellaneous); 3- Considering ATC III classes in which the Company is present as a % of the total addressable market.

LEADERSHIP POSITION IN THE MAIN THERAPEUTIC CLASSES

Diversified Portfolio

Market Share by ATC Level I - Sep/22



Source: Retail and non-retail sales channels in R\$ PPP, Sep/22 | Eurofarma Corp;

TOP 20 products: #1 Amoxicillin/ Clavulanic Acid, #2 Ethinylestradiol/ Gestodene, #3 Azithromycin, #4 Quetiapine, #5 Paroxetine, #6 Betamethasone/Dexchlorpheniramine, #7 Betamethasone #8 Piperacillin/ Tazobactam, #9 Cyproterone/ Ethinylestradiol, #10 Hydrochlorothiazide/ Olmesartan Medoxomil, #11 Enoxaparin Sodium, #12 Mometasone; #13 Escitalopram, #14 Desvenlafaxine, #15 Sertraline, #16 Colecalciferol, #17 Pantoprazole, #18 Tadalafil, #19 Levofloxacin, #20 Lithium.

PRESCRIPTION

Successful Sales Strategy with Leadership in Medical Promotion

#1 9.6% market share
(Close-up)

#2 6.3% market share
(IQVIA)



Branded Generic



Complete Portfolio

- Presence in all therapeutic classes
- R&D with a constant level of new launches

Strong and Highly Skilled Sales Platform

- Largest salesforce in the industry with +3,800 salespeople with high engagement

Strong Marketing Strategies and Brand Awareness



#1 Prescription Player

- Largest Coverage: +80% of Medical Prescribers



Unparalleled Nationwide Distribution Capillarity

- 91% of Cities (Brazil)
- 99% of Pharmacies

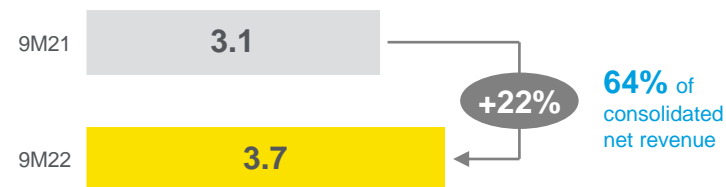


Engagement Leadership

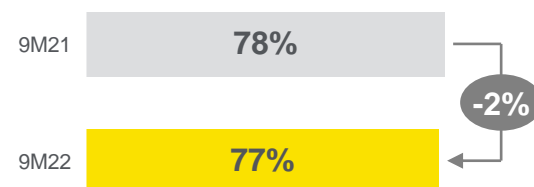
- +4.7 mm Medical Visits in 9M22



Net Revenue (R\$ bi)



Gross Margin¹



GENERICS

Pioneering in Launches

#2 **14.1%** market share (IQVIA)

Net Revenue (R\$ mm)

9M21

714.6

9M22

956.7

+34%

16% of consolidated net revenue

Gross Margin¹

9M21

46%

9M22

51%

+11%



INSTITUTIONAL

Hospitals, Oncologic and Public Sector

Hospitals

#7 3.9% market share **#2** ¹
(IQVIA)

Oncologic

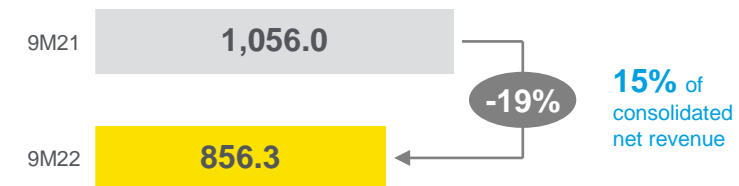
#11 1.6% market share **#2** ¹
(IQVIA)

Public Sector (Bids)

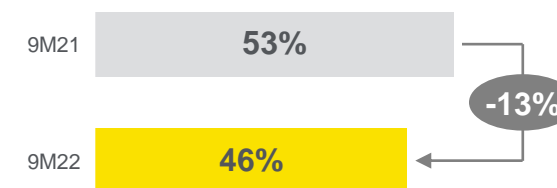
#22 1.5% market share
(IQVIA)



Net Revenue (R\$ bi)

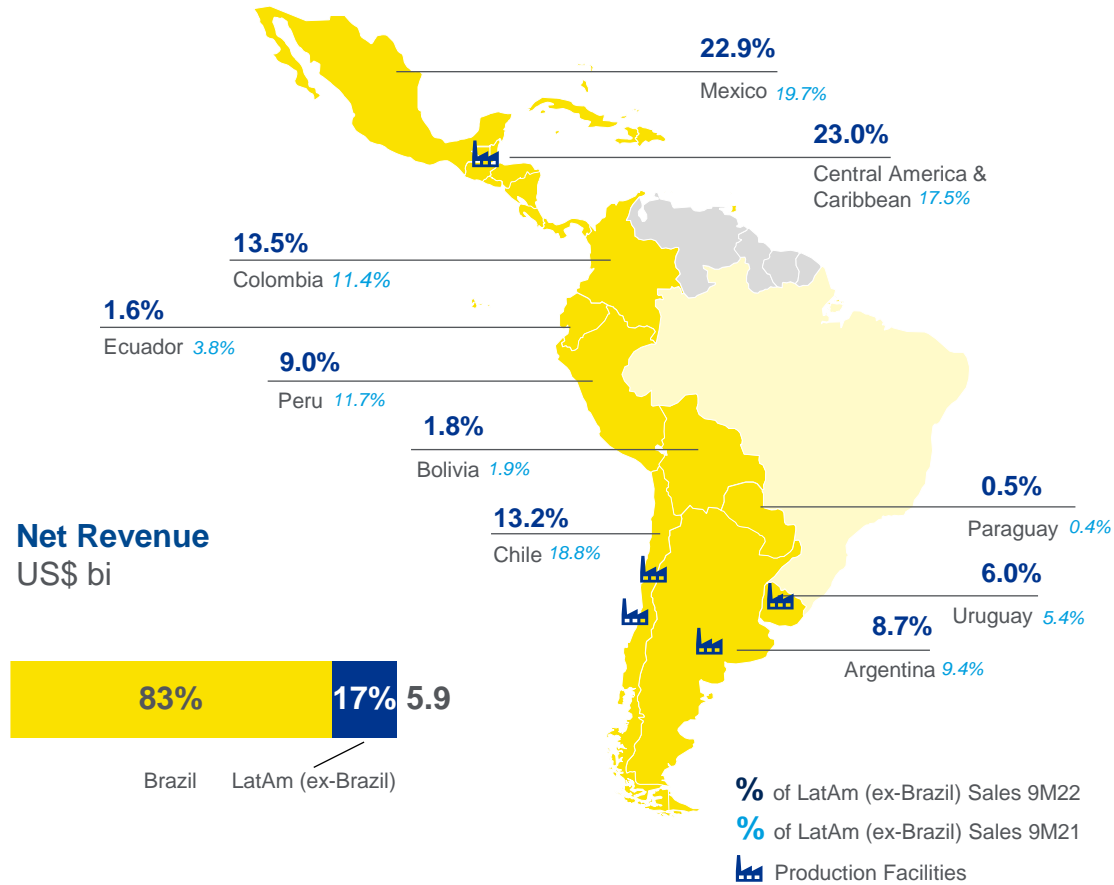


Gross Margin²



LATIN AMERICA

Geographic Capillarity



Market Share and Ranking

	2016	2021	Sep/2022	2026e
Bolivia	#28 0.8%	#18 1.0%	#18 1.1%	#12 2.4%
Central America & Caribbean	#40 0.6%	#17 1.4%	#17 1.4%	#10 2.3%
Chile	#62 0.3%	#18 1.6%	#15 1.8%	#11 2.2%
Colombia	#105 0.1%	#34 0.6%	#28 0.8%	#22 1.2%
Mexico		#44 0.6%	#40 0.8%	#30 1.3%
Peru	#30 1.0%	#14 1.7%	#16 1.6%	#12 2.8%
Uruguay	#10 2.9%	#12 2.6%	#9 2.7%	#7 3.8%

Ranking Growth¹

+10

+23

+47

+77

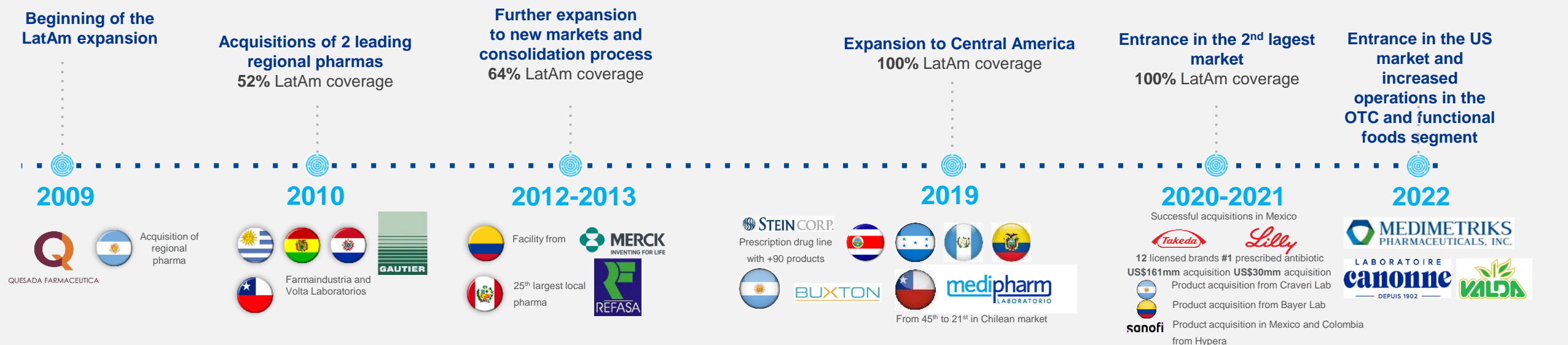
+4

+14

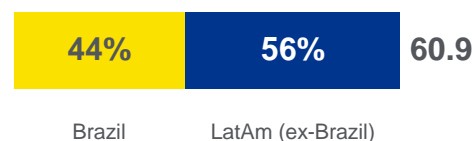
+1

INTERNATIONALIZATION STRATEGY

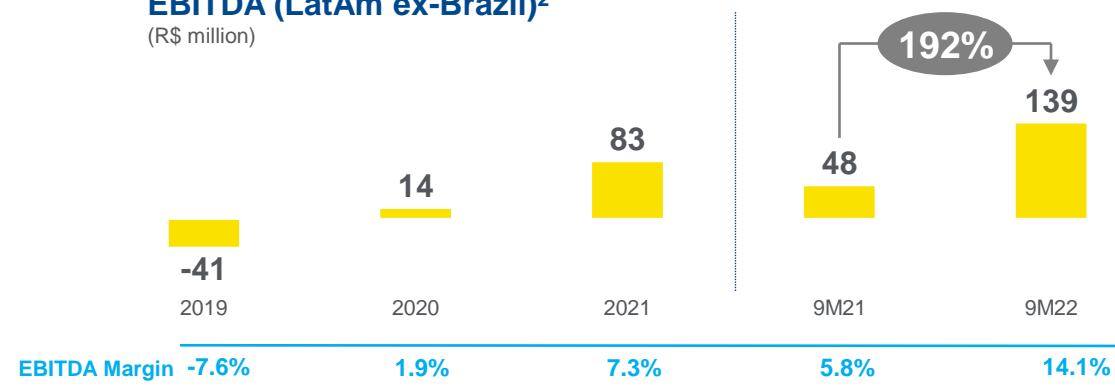
Continuous M&As



Pharma Total Market¹
US\$ bi (Retail + Non-retail)



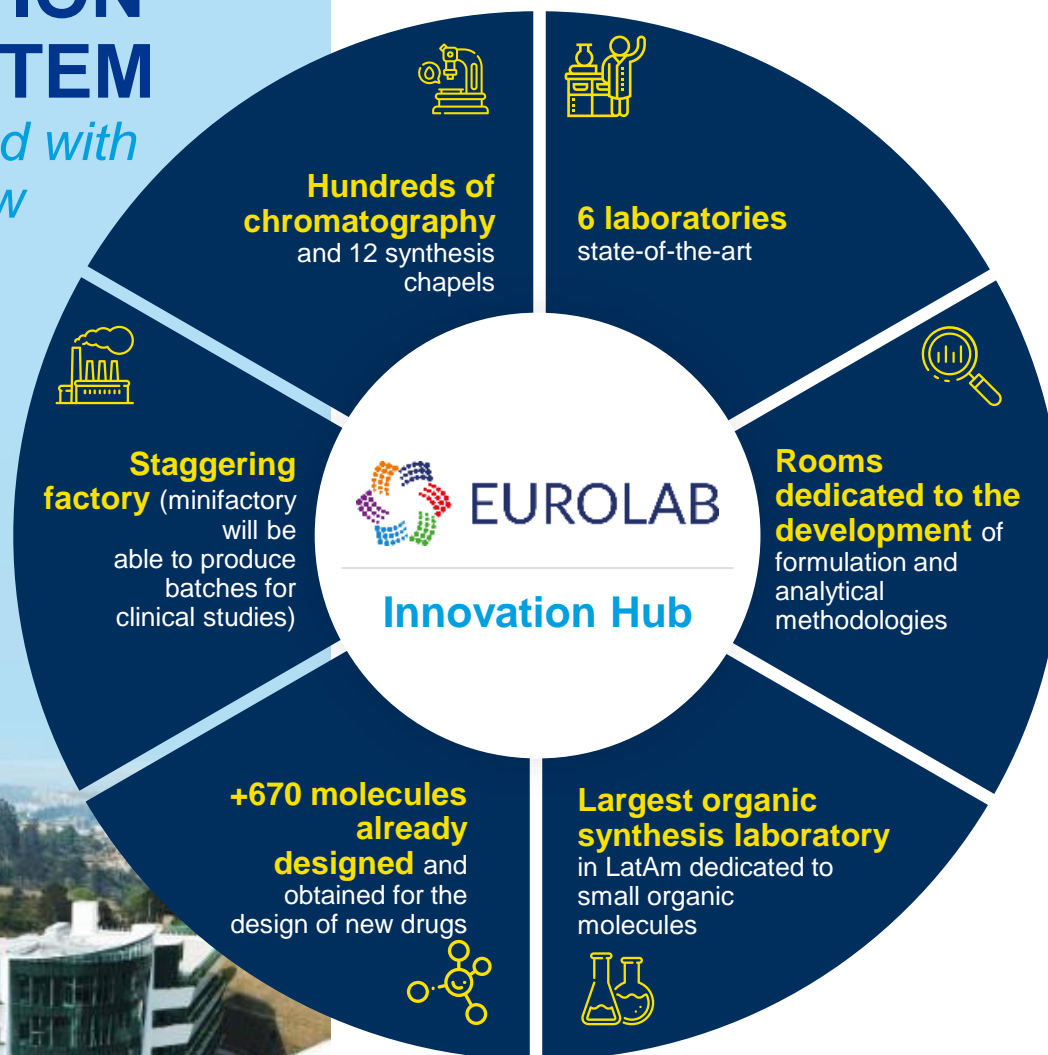
EBITDA (LatAm ex-Brazil)²
(R\$ million)



(1) IQVIA, excluding Covid-19 vaccines, Sep/2022; (2) Managerial data

INNOVATION ECOSYSTEM

Going Beyond with Constant New Initiatives



1

Similar and Generics



Incremental Innovation

2



Radical Innovation - Partnerships

3

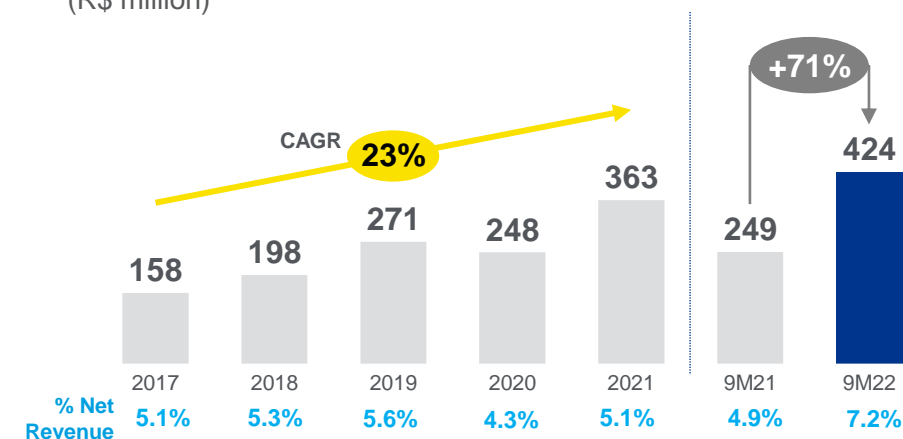


Own Radical Innovation

4

R&D Investments

(R\$ million)

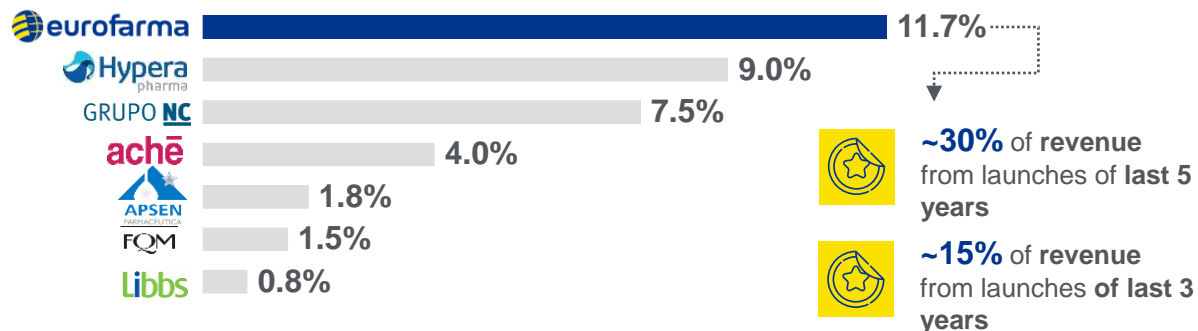


HIGHEST MARKET SHARE IN NEW RELEASES

Unique Pipeline for the Near Future

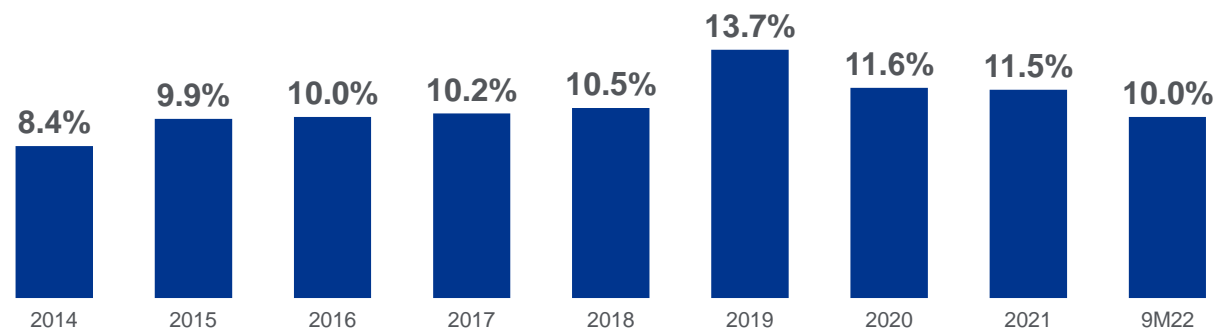
Market Share of Released Products

Launches by Brazilian pharma in the last 24 months



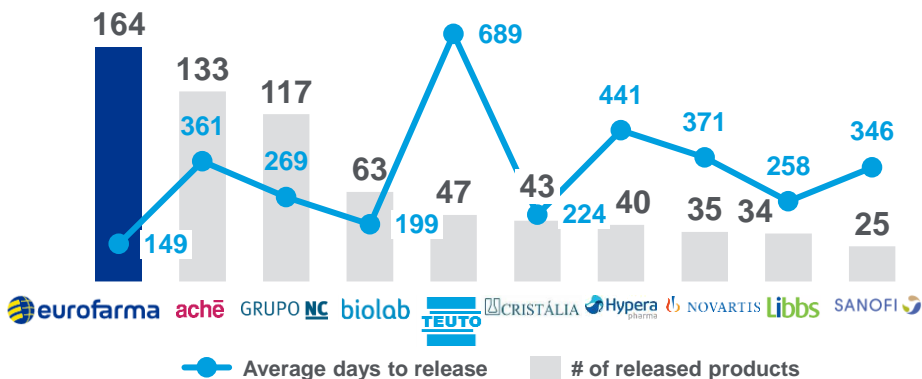
Eurofarma's Portfolio Renewal Index

Released products in the past 24 months as a % of total portfolio



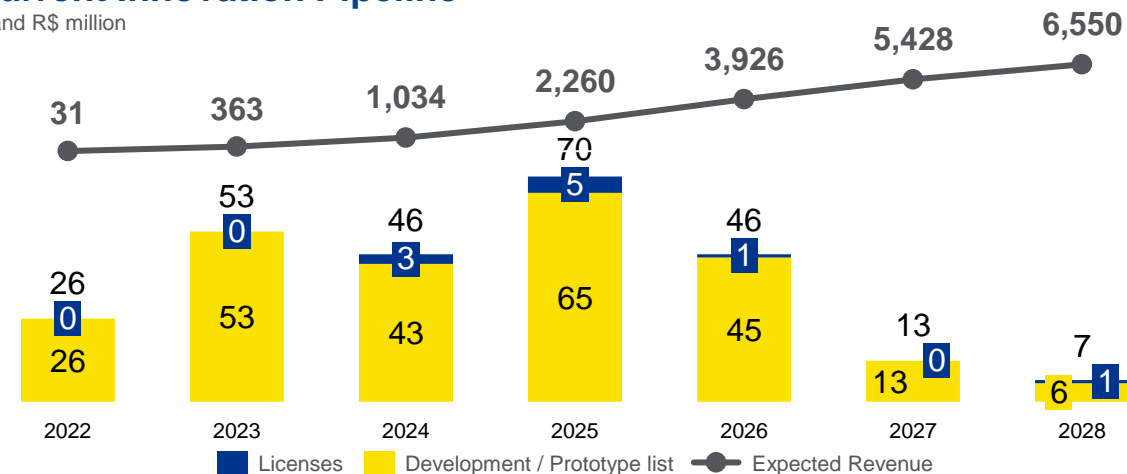
Highest Efficiency in the Development and Release

of released products between 2017-2021



Current Innovation Pipeline

and R\$ million



LAUNCHES IN ALL SEGMENTS

Well-Defined Innovation Journey



LatAm (ex-Brazil)

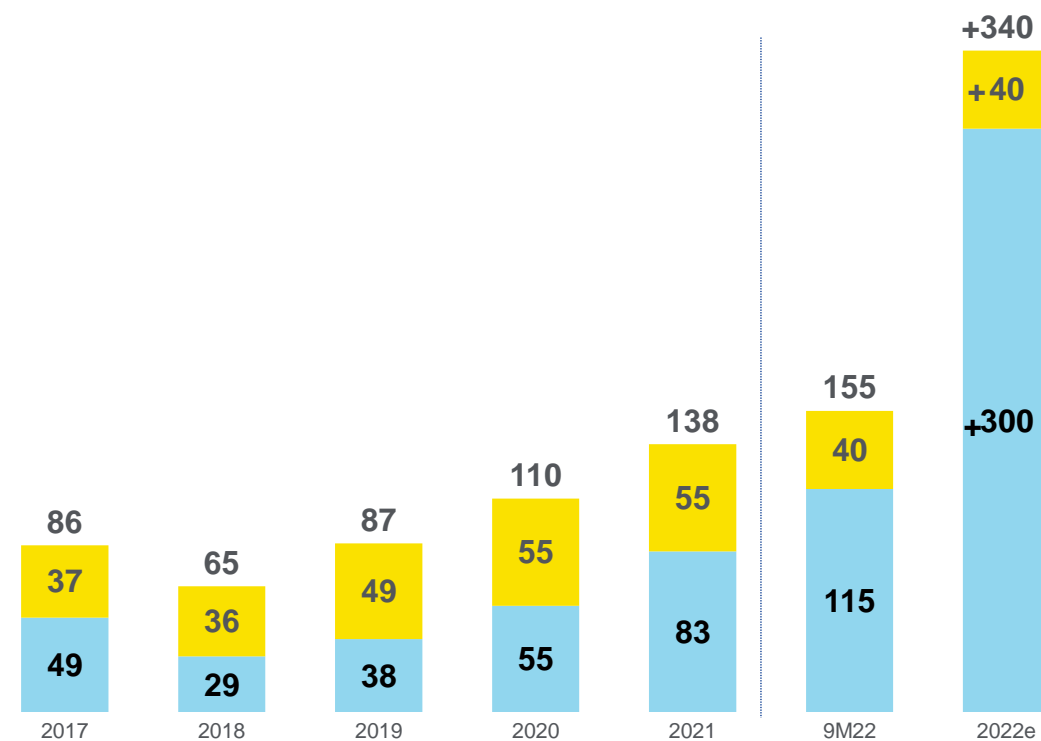


Brazil



Launches and New Products

(# Brazil and LatAm)



EXPANSION AND NEW TECHNOLOGIES

Corporate Venture Capital and Others



Founded in
2019

R\$45 mm
AuM

8 companies
In the portfolio

Investments

focused in early-stage startups with potential synergies with Eurofarma's businesses

Target sectors include

- Industries & Logistics,
- Healthcare and
- Diagnostics healthcare

Invested Portfolio



Launch of a New Fund

Worldwide investments in **biotech** through a CVC

Other Initiatives



Program to support entrepreneurs with high growth potential

EMERGE

further developing innovation by funding scientists to take their academic research to market

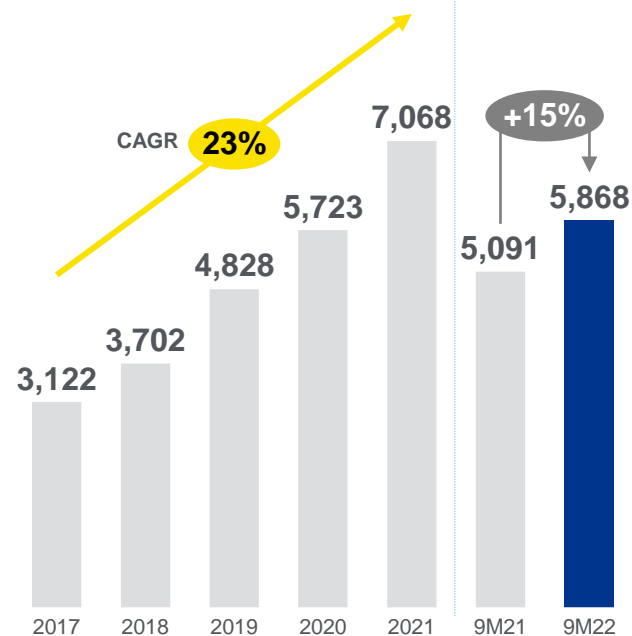


FINANCIAL HIGHLIGHTS

Historical

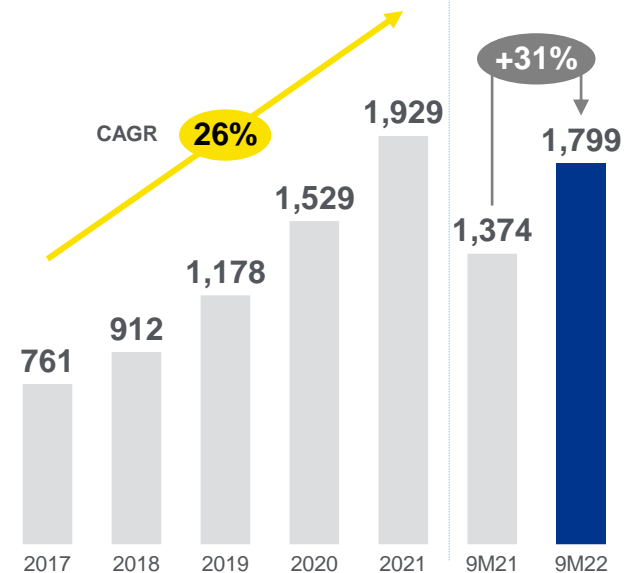
Net Revenue

(R\$ million)



Adjusted EBITDA¹

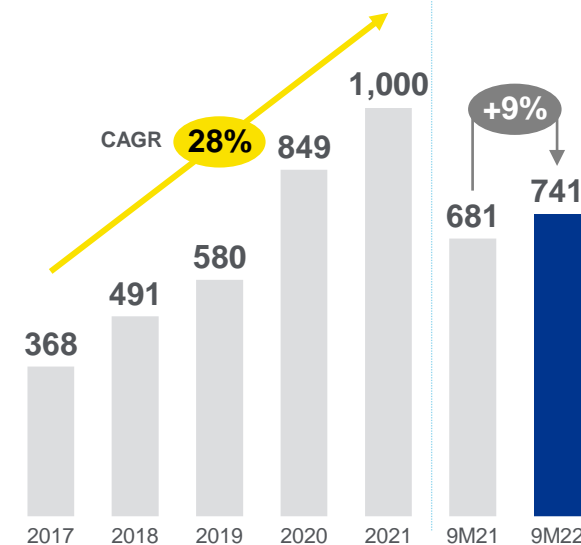
(R\$ million)



Margin 24.4% 24.6% 24.4% 26.7% 27.3% 27.0% 30.7%

Net Income

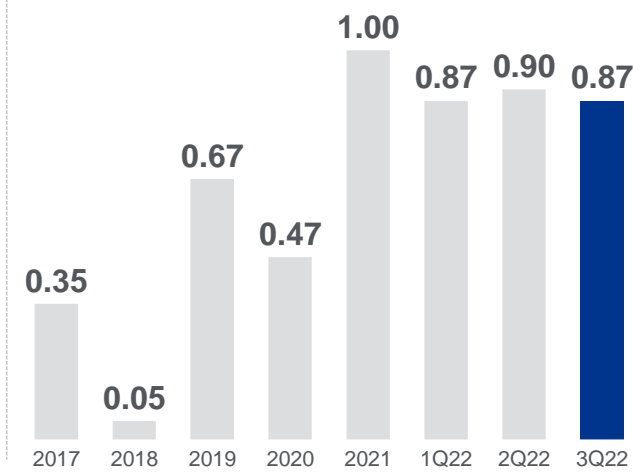
(R\$ million)



11.8% 13.3% 12.0% 14.8% 14.1% 13.4% 12.6%

Net Debt / EBITDA

(x)



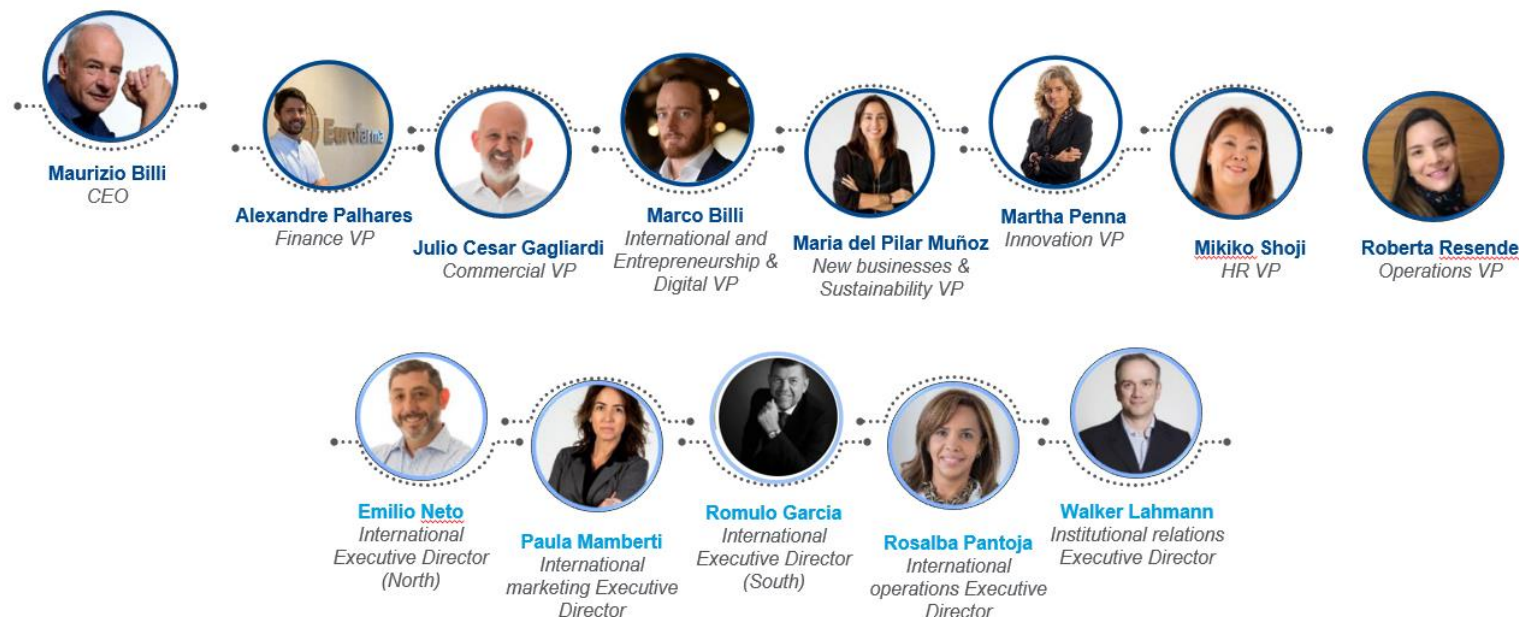
1- Adjusted for R&D expenses

ESG

Corporate Governance

Company's management

Expertise with Extensive Knowledge of the Pharma Industry



Governance

Corporate Integrity

- Compliance, risk management, internal audit, privacy and protection of personal data and complaints channel
- Code of Ethics
- Suppliers code



Qualified and experienced **Board of Directors** formed by mostly of **independent members**

BoD Independent Members:

- Claudio Roberto Ely
- Cristina Palmaka
- Eduardo Job
- Juliana Rozenbaum
- Marcelo Martins
- Nelson Mussolini

ESG

Principles and Practices that Permeate and Guide Eurofarma Since its Creation

Environmental



1st Brazilian pharma with a commitment to neutralize 100% of direct CO₂ emissions

Energy Efficiency

- 1st Brazilian pharma with **ISO 50001:2018** certification
- Energy matrix with **29% renewable sources**
- **Agreement with Omega Energia, contracting 15.6 MWm, making the Company's energy matrix 100% renewable until 2024**

Water Efficiency

- **Increased reuse** in utility processes to 61% (66,616 m³)
- **Reduction of 4% in total water consumption**, weighted by the volume produced, totaling 434,518 m³

Circular Economy

+VERDE Decontamination of primary packaging by consumers and with homemade solutions

- **100% of medication packaging** contains guidelines on correct disposal
- **30% recycled material** in secondary packaging
- **14 million units** sold in 9M22, **+56%** over 9M21

Social

Eurofarma Institute

- Since its foundation, **R\$125 million have been invested** and **more than 115,000** services have been provided.

Humanitarian Aid

- Expansion of hospital, hiring of health professionals, donation of medicines and food baskets



Program that works on 4 priority fronts (Gender, Race, People with Disabilities and LGBTQIA+), has the direct participation of 150 employees in affinity groups

Sustainability-linked bond

Corporate Integrity

- In 2021, Eurofarma successfully priced Brazil's first pharmaceutical sustainability-linked bond raising R\$1 billion (~US\$200mm) in the debt capital markets



Investor Relations



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