



Earnings Presentation

1H24



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.

This presentation includes accounting and non-accounting data. Non-accounting data has not been subject to review by the Company's independent auditors.

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 June 30, 2024, and the Company does not assume any obligation to update it in light of new information or future developments.



1H24 Highlights

Leadership¹

Historical mark in the Brazilian market

#1 prescription in Brazil

According to Close-up data, Eurofarma has reached 10% of market share.

Consolidation of the brand²

#1 prescription in Latin America

According to IQVIA data, Eurofarma has reached 4.4% of market share.

#2 generic in Latin America.

Innovation

Total investments in **R&D**, including the amount capitalized as an intangible asset, amounted to **R\$332 million**, 6.4% of net revenue for the period.

Results

Consolidated net revenue: **R\$5.2 billion** (+19% vs. 1H23)

Gross margin: **65%** (-0.7 p.p. vs. 1H23)

Adjusted EBITDA of **R\$1.1 billion** (+4% vs. 1H23) with **21%** margin

Expansion

Net revenue from other countries operations experienced a 60% growth, reaching R\$1.1 billion.

26% share of other countries (ex-Brazil) sales (19% in 1H23)

Eurofarma expanded its operations to Jamaica and Trinidad and Tobago, totaling 21 countries in LatAm in addition to its presence in Africa and the USA.

Relaunch of the **Genfar** brand in Guatemala, Panama, Costa Rica and Honduras.



Key Consolidated Financial Indicators

1H24



Results (R\$ million)¹

Net Revenue



R\$ 5,184 +19%

Gross Profit



R\$ 3,383 +18%

Margin
65%

-0.7 p.p.

Operating Expenses



R\$ 2,816 +27%

% Net Revenue
54%

+3.0 p.p.

R&D



R\$ 332 +34%

% Net Revenue
6.4%

+0.7 p.p.

EBITDA



R\$ 742 -6%

Margin
14%

-3.8 p.p.

Adjusted EBITDA²



R\$ 1,064 +4%

Margin
21%

-3.1 p.p.

Net Income



R\$ 60 -76%

Margin
1%

-4.6 p.p.

Operating Cash Flow



R\$ 918 +44%

1- Variation compared to 1H23

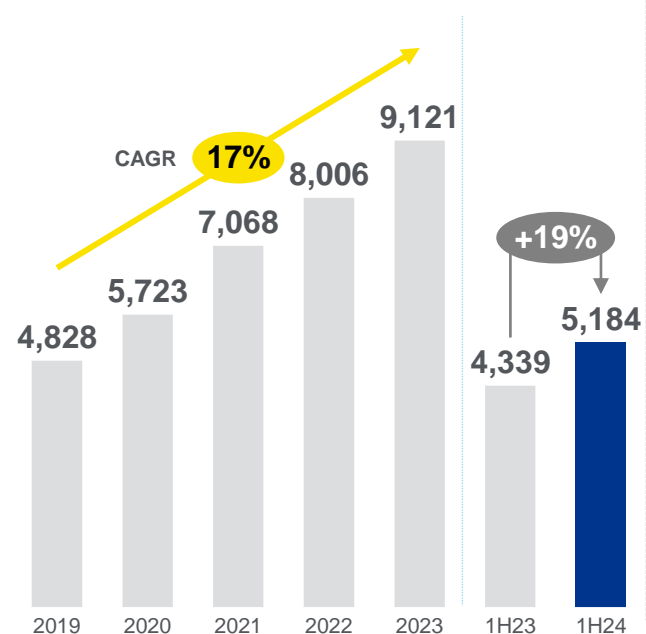
2- Adjusted for R&D expenses

Financial Highlights

Historical

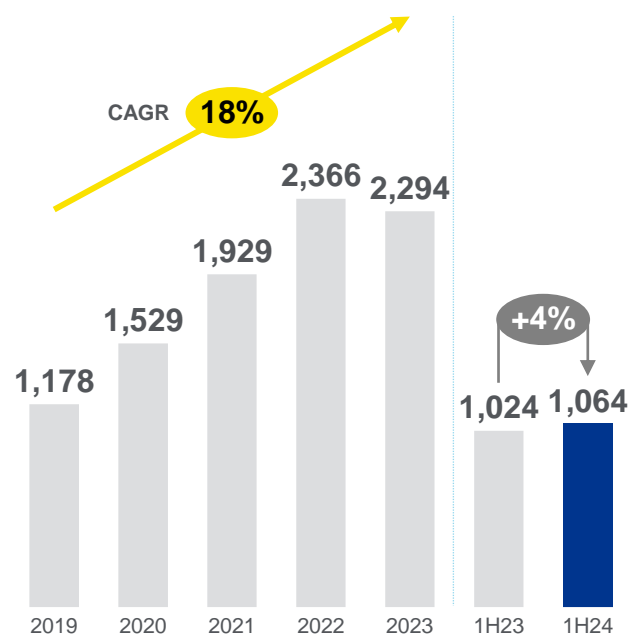
Net Revenue

(R\$ million)



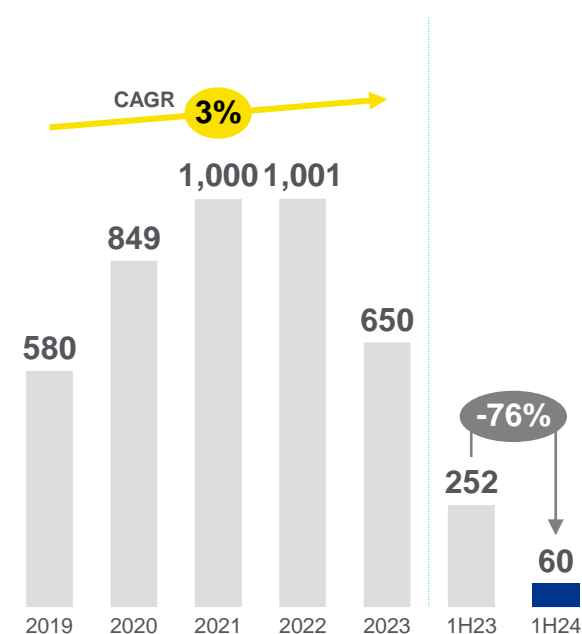
Adjusted EBITDA¹

(R\$ million)



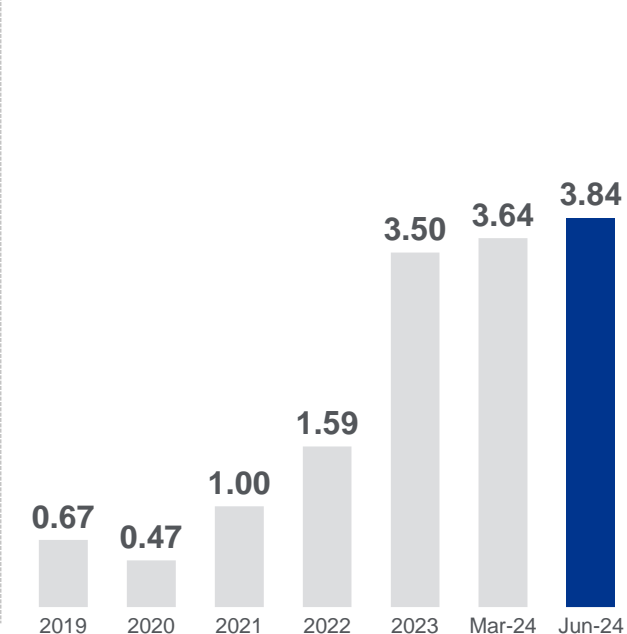
Net Income

(R\$ million)



Net Debt / EBITDA

(x)



Margin 24.4% 26.7% 27.3% 29.6% 25.1% 23.6% 20.5%

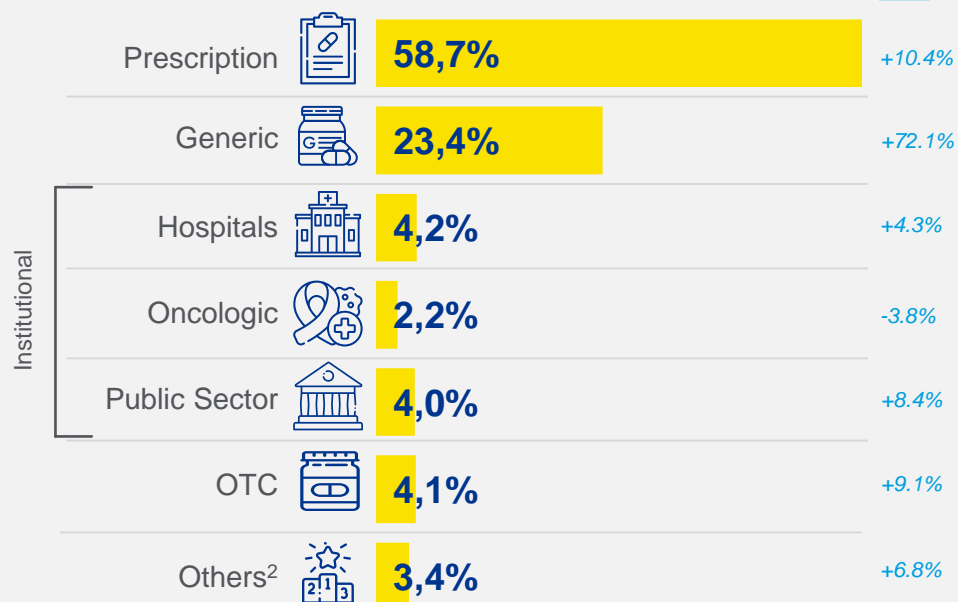
12.0% 14.8% 14.1% 12.5% 7.1% 14.4% 6.2%


Complete Portfolio

1H24 Consolidates Net Sales¹

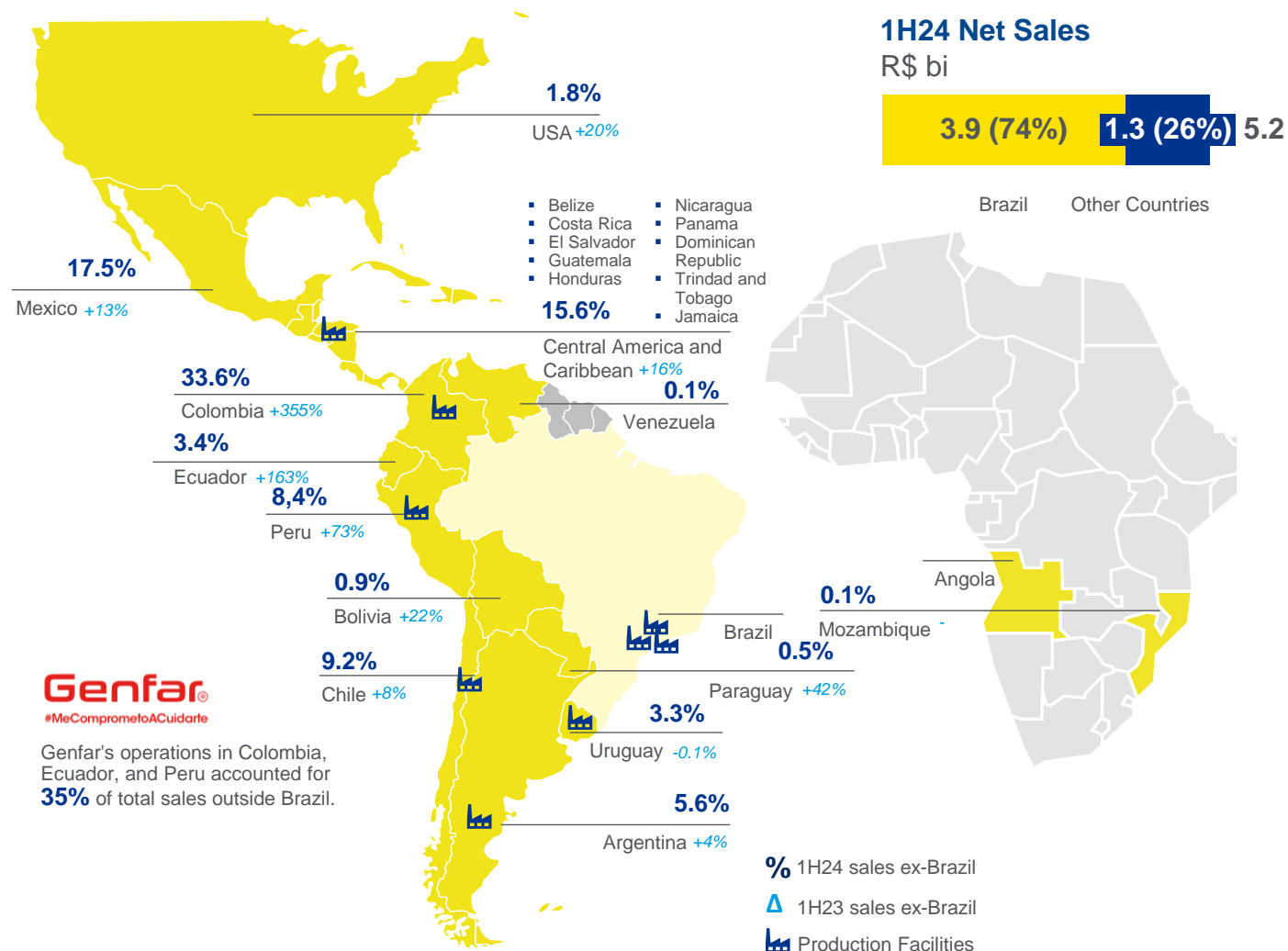
R\$5.2 bi (+19% vs. 1H23)

1H23



Market share	Brazil	Latin America ⁴ (ex-Brazil)	Consolidated Latin America ⁴	
Prescription	#1 10%	#18 1,0%	#2 4,4%	(Close-up)
	#2 6,3%	#19 1,3%	#1 4,4%	(IQVIA)
Generic	#2 13,7%	#4 4,6%	#2 9,9%	(IQVIA)
OTC	#9 3,1%	#25 0,8%	#15 2,0%	(IQVIA)
Hospitals	#10 3,0%			(IQVIA)
Oncologic	#10 1,9% ^{#1} 			(IQVIA)
Public Sector	#25 0,8%			(IQVIA)

Geographic Capillarity

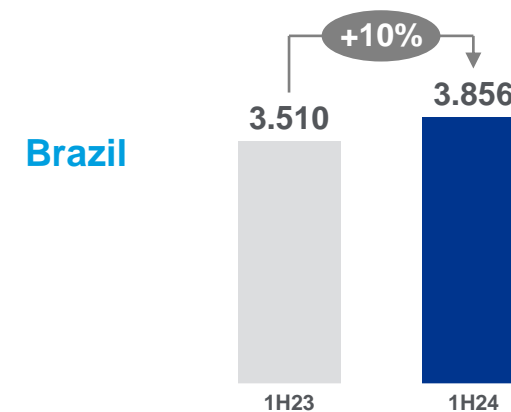


Genfar
#MeComprometoACuidarte

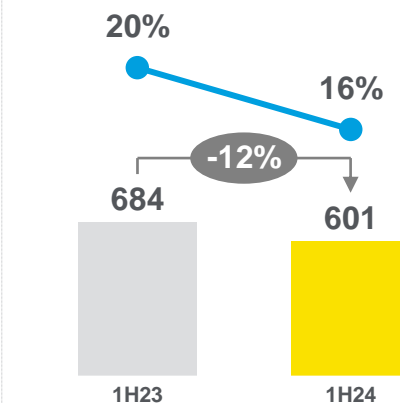
Genfar's operations in Colombia, Ecuador, and Peru accounted for **35%** of total sales outside Brazil.

1- Adjusted and managerial data

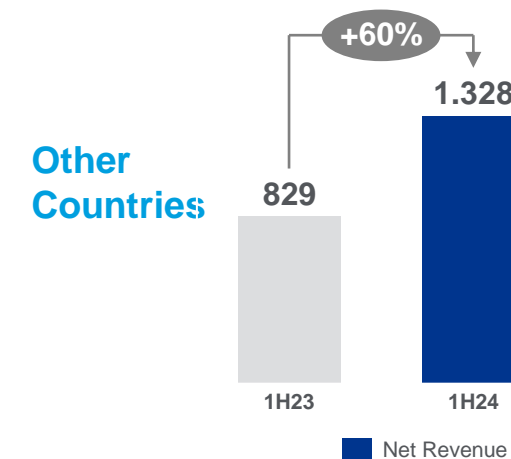
Net Revenue
(R\$ million)



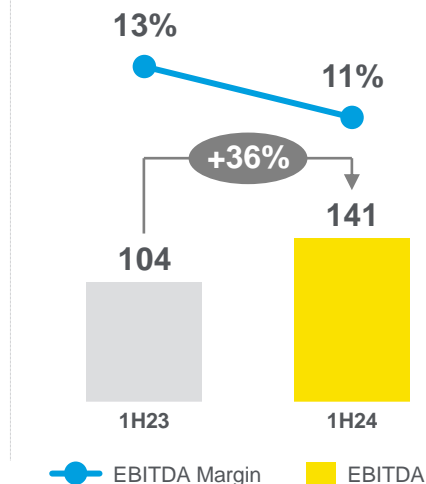
EBITDA and Margin¹
(R\$ million)



Net Revenue
(R\$ million)



EBITDA and Margin¹
(R\$ million)



■ Net Revenue

● EBITDA Margin

■ EBITDA

Launches

Solid Track-Record



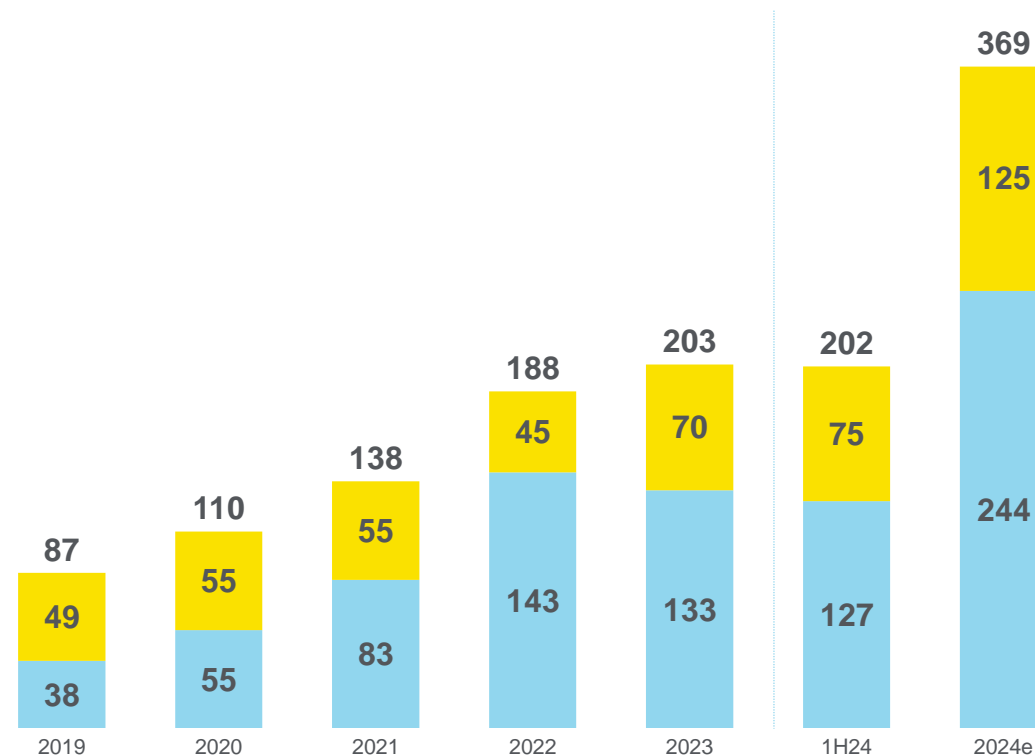
LatAm (ex-Brazil)



Brazil

Launches and New Products

(# Brazil and LatAm)



17% of revenue from launches of last 3 years



31% of revenue from launches of last 5 years

R&D Investments

Well-Defined Innovation Journey

Key Initiatives



Similar and Generics



Incremental Innovation



Radical Innovation - Partnerships



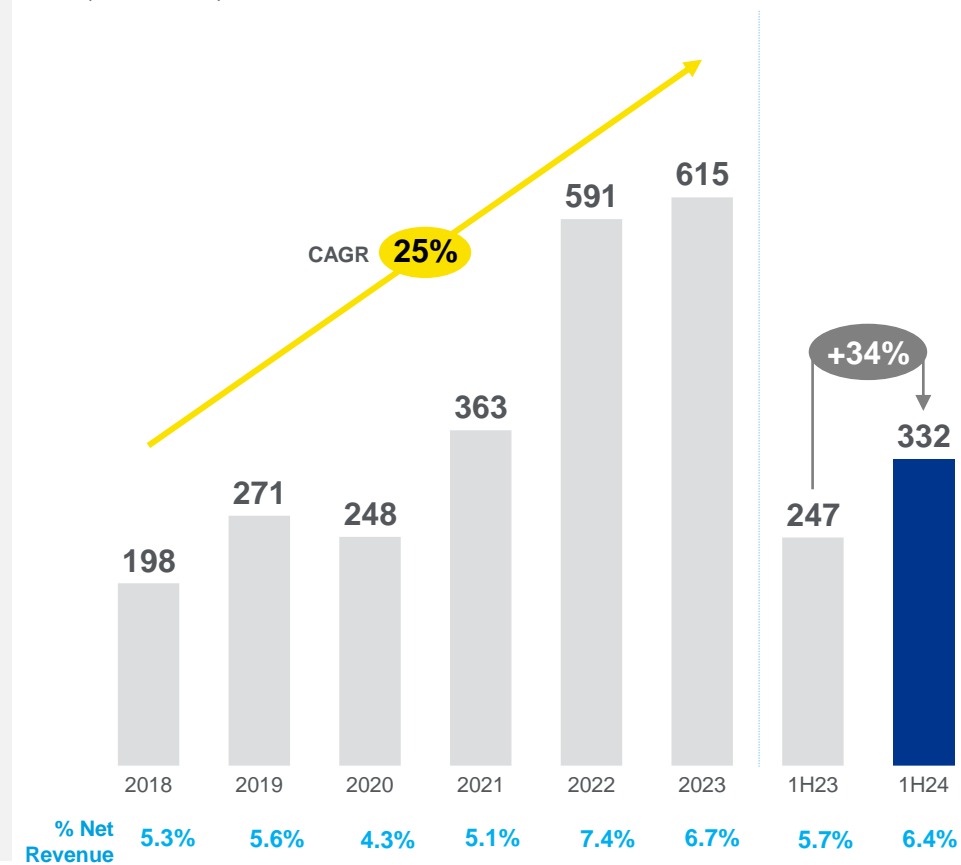
Own Radical Innovation



Early Stages Drugs

R&D Investments

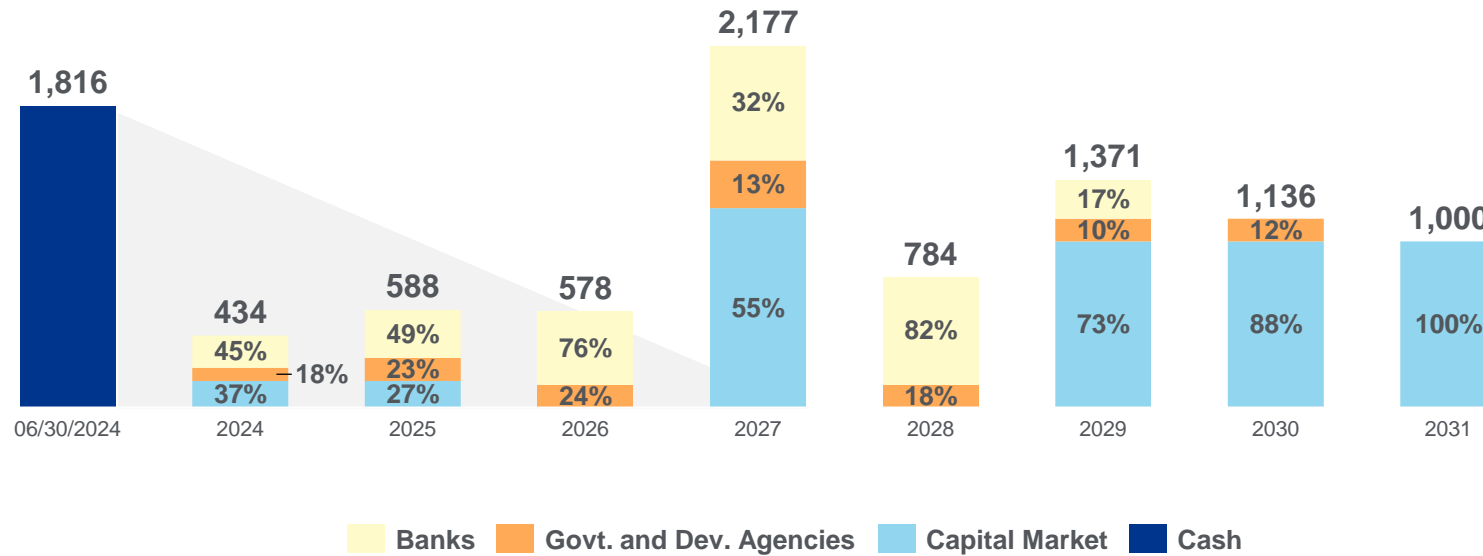
(R\$ million)



Indebtedness

Debt Profile – June 30, 2024¹

(R\$ million)



Agency	Rating	Perspective	Date
Fitch	AAA (bra)	Stable	May 5, 2024

Net Debt / EBITDA²

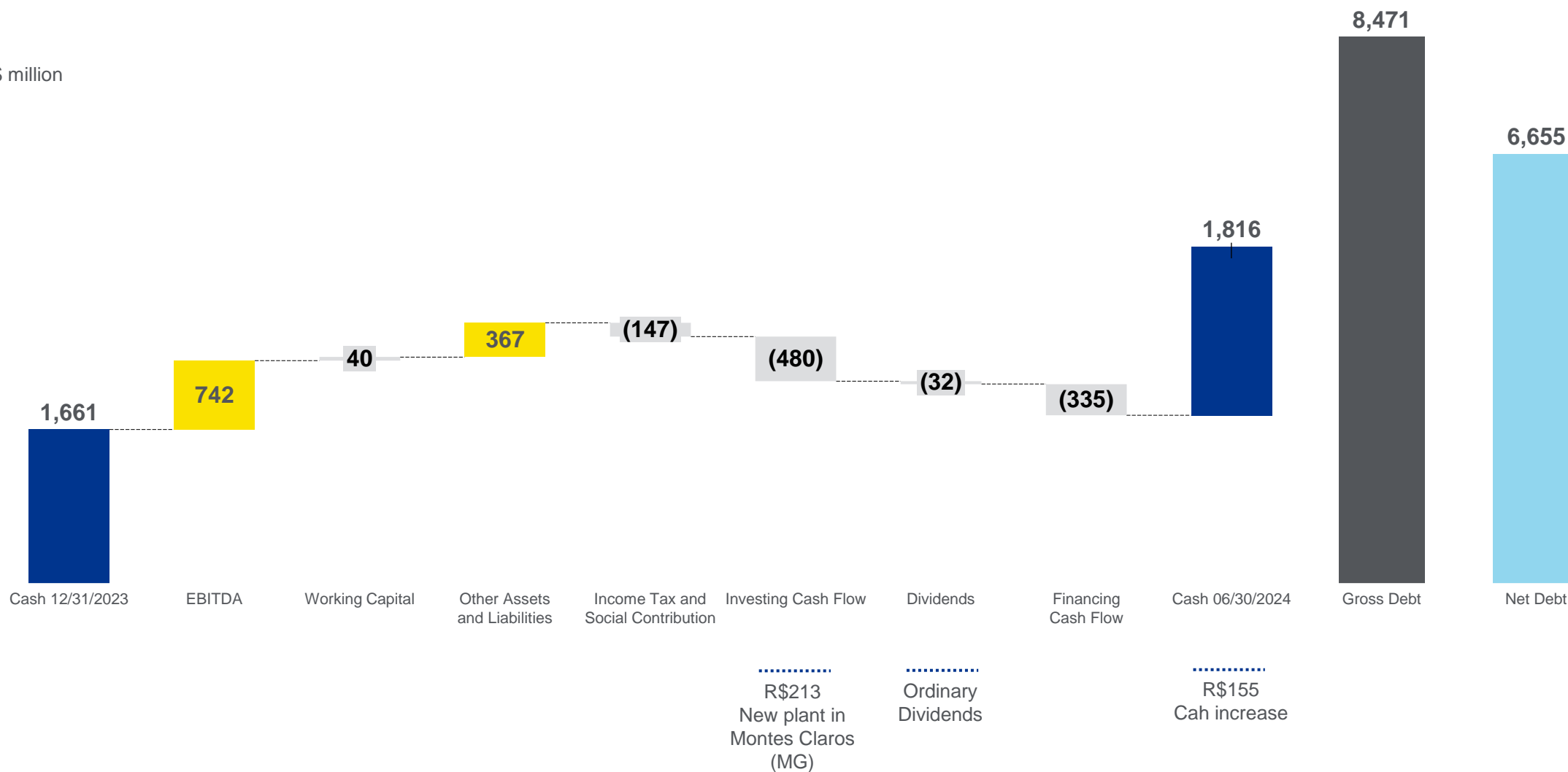
(x)



1- Principal without operating costs / 2- Considers Genfar's EBITDA for the last 12 months, without extraordinary expenses.

Cash Flow

R\$ million



Investor Relations



ri.eurofarma.com.br



ri@eurofarma.com



eurofarma
your life moves ours