

2024 Results



Eurofarma, Brazilian multinational pharmaceutical company with a presence in **24 countries**, announces its results for the year of 2024.

The financial data provided in this document originates from the consolidated financial statements prepared in accordance with:

Standards

CPC Accounting Pronouncements Committee

IFRS International Financial Reporting Standards

Issued by

IASB International Accounting Standards Board

Highlights | Consolidated Financial Indicators

Highlights (R\$ million)	2024	2023	Δ%
Net Revenue	10,973.5	9,120.7	20.3%
<i>Brazil</i>	8,104.7	7,309.0	10.9%
<i>Other Countries</i>	2,868.6	1,811.7	58.3%
Gross Profit	7,123.8	6,044.3	17.9%
<i>Gross Margin</i>	64.9%	66.3%	-1.4 p.p.
Expenses	(5,765.3)	(4,603.3)	25.2%
<i>% Net Revenue</i>	52.5%	50.5%	2.1 p.p.
R&D¹	754.6	614.6	22.8%
<i>% Net Revenue</i>	6.9%	6.7%	0.1 p.p.
EBITDA	1,857.7	1,757.1	5.7%
<i>EBITDA Margin</i>	16.9%	19.3%	-2.3 p.p.
Adjusted EBITDA²	2,524.4	2,293.7	10.1%
<i>Adjusted EBITDA Margin</i>	23.0%	25.1%	-2.1 p.p.
Net Income	134.7	649.7	-79.3%
<i>Net Margin</i>	1.2%	7.1%	-5.9 p.p.
Operating Cash Flow (OCF)	1,588.5	835.9	90.0%

¹Includes the amount capitalized as intangible assets

²Adjusted by R&D

Executive Summary¹



In 2024, Eurofarma achieved:

growth of
20% in net revenue

totaling
R\$11.0 billion

and Adjusted EBITDA of
R\$2.5 billion

with adjusted EBITDA margin of
23%

In 2024, Eurofarma continued its operations guided by its Vision 2027 and the long-term aspiration, Vision 2072, which projects that the Company will be one of the largest pharmaceutical companies in the world upon completing 100 years of history.

With 13,300 employees and operations in 24 countries, Eurofarma maintained a growth rate similar to the last 15 years; net revenue reached R\$11 billion, a 20% increase compared to the year 2023. Net revenue from international markets exceeded R\$2.8 billion, an increase of more than 58% compared to 2023, with all countries recording growth. For the first time in history, Eurofarma achieved leadership in Latin America in the pharmacy channel.

The operation of Genfar, a generic brand for Latin America except Brazil, completed one year of integration into Eurofarma with good results. In June 2024, Genfar began its expansion from Colombia, Peru, and Ecuador to Central America, reaching nine more countries and currently having more than 650 employees.

In Brazil, Eurofarma remained the leader in medical prescriptions and the second leader in generics. The two business units grew 15% and 48%, respectively, outpacing market growth, with an increase in *market share* and several launches.

Innovation remains a priority for Eurofarma. In 2024, investments in research & development totaled R\$755 million, an expansion of 23% compared to 2023. The amount, which corresponds to almost 7% of the year's net revenue, was allocated to the exploration of new incremental and radical products that can offer new treatment approaches to patients. For the first time, Eurofarma was recognized with the Valor Inovação award in the Pharmaceuticals and Life Sciences category.

¹ The non-financial data presented in this report, including market share and others, constitute non-accounting metrics and have not undergone audit by independent auditors.

All these achievements would not be possible without the best people. Therefore, the most relevant recognition of 2024 is the recognition of employees, who are Eurofarma's greatest asset, and which is reflected in the Company's result being in 13th place among the best companies to work for, considering large organizations from all sectors of the economy. Eurofarma has been the best pharmaceutical company to work for in Latin America for three years, standing out in categories such as Women, Diversity, Industry, among others.

A pioneer in sustainability in the pharmaceutical industry, Eurofarma has increased the use of renewable electricity in its operations by 190%. The use of electric or hybrid vehicles in fleets has expanded by almost 40%, neutralizing 85% of direct carbon emissions. The Company continued to seek operational eco-efficiency, improving the management of water and waste use.

In 2024, the Company reached a record number of services at the Eurofarma Institute, benefiting 21 thousand young people, adolescents, and children; and 4.4 thousand liters of human milk were collected and donated through the Lactare milk bank. In humanitarian aid, Eurofarma allocated more than 1.7 million units of medicines to people in vulnerable situations.

Eurofarma believes that generating value for society is the consequence of everything it builds on a daily basis and its internal practices. Thus, it will continue its sustainable growth strategy, aiming at a better future in which everyone can have access to healthcare to live longer and better.

Net revenue

In 2024, Eurofarma² was one of the most prescribed laboratories in Latin America, with a 4.3%³ *market share*, a reflection of the consolidation of the Eurofarma brand in the Latin American market and the recognition of the quality and innovation of the products by health professionals. In Brazil, the Company continues to lead the prescription segment with a 9.7%⁴ of *market share*. According to IQVIA's demand data (YTD, Dec/24), in 2024, Eurofarma was the runner-up in prescription and generic drugs, achieving a market share of 6.4% and 14.3%, respectively, with growth surpassing the market's performance.

In the year 2024, the consolidated net revenue grew by 20% compared to 2023, totaling R\$11.0 billion, mainly influenced by the performance of the prescription and generics units and the performance of operations outside Brazil.

The net revenue from operations in Brazil was R\$8.1 billion in 2024, 11% higher than in 2023; and the net revenue from operations outside Brazil grew by 58%, totaling R\$2.9 billion, representing 26% of the consolidated net revenue; an increase of 6.3 percentage points compared to 2023. Operations in Colombia, Mexico, Central America, Chile, and Peru account for more than 80% of net revenue outside Brazil.

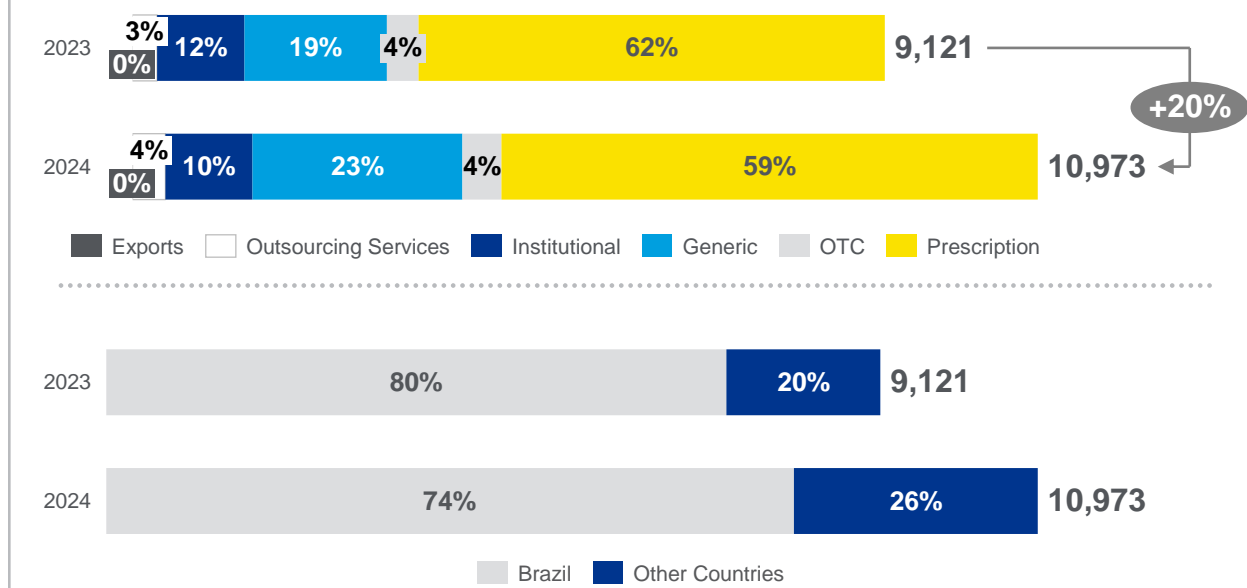
² Eurofarma Corp (Eurofarma + Momenta + Supera + Genfar).

³ IQVIA Survey PM MAT Dec/24

⁴ Close-Up Survey YTD Dec/24

Net Revenue – Business Unit

(R\$ million)

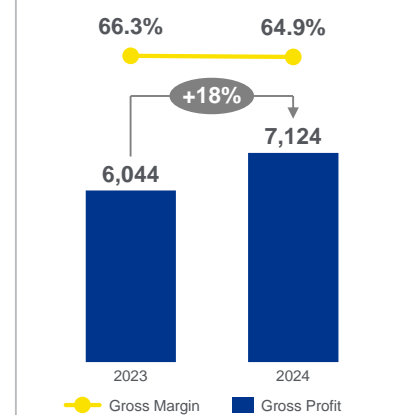


Gross profit

In 2024, gross profit was 18% higher compared to 2023, totaling R\$7.1 billion with a gross margin of 64.9%, a reduction of 1.4 percentage points explained by the product mix sold, increased contribution from the generics unit following the acquisition of Genfar, and the impact of currency depreciation on product costs.

Gross Profit

(R\$ million)



Operating Expenses

Expenses (R\$ million)	2024	% NR	2023	% NR	Δ%
Total Expenses	(5,765)	-53%	(4,603)	-50%	25.2%
Selling expenses	(4,068)	-37%	(3,264)	-36%	24.6%
Administrative expenses	(1,733)	-16%	(1,386)	-15%	25.0%
Impairment loss on accounts receivable	(47)	0%	(14)	0%	246.8%
Other revenues (expenses)	83	1%	60	1%	38.0%

Operating expenses totaled R\$5.8 billion in 2024, 25% higher than in 2023, representing 53% of net revenue for the period, explained by the expansion of the sales force in Brazil and other countries during 2023, the increase in research and development expenses, the acquisition of Genfar in September 2023 and the impact of the judicial recovery of some clients.

Innovation

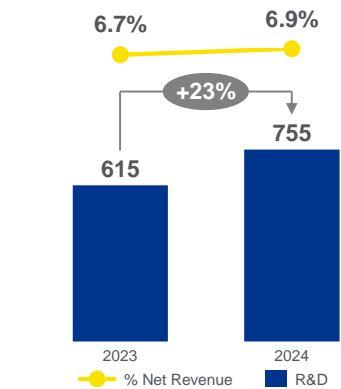
Maintaining its pioneering spirit and the certainty that innovation is essential for growth, Eurofarma operates both in research and development and in open innovation with initiatives in (i) generics and similar products; (ii) incremental products; (iii) licenses to incorporate new products and new technologies; (iv) discovery of new molecules; and (v) Eurofarma Ventures, its own biotech fund, which operates at a very early stage of disruptive products and assets.

In 2024, total investments in R&D, including the amount capitalized as an intangible asset, amounted to R\$754.6 million, 23% more than in 2023, representing 6.9% of net revenue for the period. In 2024, Eurofarma carried out 118 product launches in Brazil and 298 placements in operations in other countries.



Research and Development

(R\$ million)

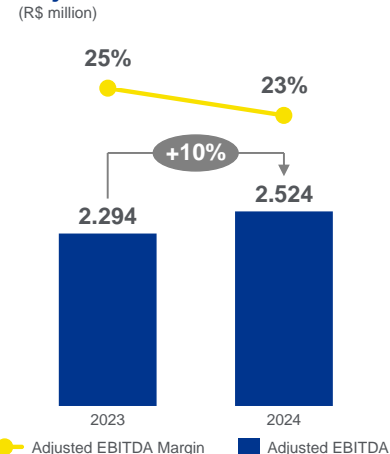


EBITDA and Adjusted EBITDA⁵

In 2024, EBITDA was 6% higher than 2023 and reached R\$1.9 billion. EBITDA adjusted for research and development expenses totaled R\$2.5 billion, a growth of 10% compared to 2023 with an EBITDA margin of 23%, a decrease of 2.1 p.p. mainly explained by the higher level of expenses resulting from the expansion of the sales force and the impact of the judicial reorganization of some customers.

Adjusted EBITDA

(R\$ million)



⁵ EBITDA and Adjusted EBITDA represent non-accounting metrics formulated by the Company. They comprise net income for the period, inclusive of income taxes, net financial expenses, financial income, depreciation, and amortization.

EBITDA Reconciliation (R\$ million)	2024	2023	Δ%
Net income	134.7	649.7	-79.3%
Income tax and CSSL	191.6	88.7	115.9%
Net financial result	1,031.7	698.3	47.8%
Depreciation and amortization	499.7	320.4	55.9%
EBITDA	1,857.7	1,757.1	5.7%
<i>EBITDA Margin</i>	<i>16.9%</i>	<i>19.3%</i>	<i>-2.3 p.p.</i>
R&D Expenses	666.8	536.6	24.3%
Adjusted EBITDA	2,524.4	2,293.7	10.1%
<i>Adjusted EBITDA Margin</i>	<i>23.0%</i>	<i>25.1%</i>	<i>-2.1 p.p.</i>

Financial Result and Net Profit

The net financial result for 2024 was an expense of R\$1 billion compared to an expense of R\$698 million in 2023, explained by higher interest expenses due to the Company's indebtedness and the optional prepayment of the entire 1st, 2nd, 3rd, 4th, 5th and 6th issuance of debentures, 6th issuance of commercial promissory notes and operations with JP Morgan and Citi, which presented less attractive conditions and costs.

Financial Result (R\$ million)	2024	2023	Δ%
Net Financial Result	(1,031.7)	(698.3)	47.8%
Financial Revenue	571.5	344.9	65.7%
Financial Expenses	(1,603.2)	(1,043.1)	53.7%

As a result of the factors explained above, net income in 2024 reached R\$135 million, with a net margin of 1.2%.

Indebtedness

Indebtedness (R\$ million)	Dec-24	Sep-24	Δ%	Dec-23	Δ%
Gross Debt	9,475.6	9,025.8	5.0%	8,178.6	15.9%
Short term	586.6	792.7	-26.0%	4,087.0	-85.6%
Long term	8,889.0	8,233.0	8.0%	4,091.6	117.3%
Cash and Cash Equivalents	2,103.2	2,152.5	-2.3%	1,660.6	26.7%
Net Debt	7,372.4	6,873.3	7.3%	6,517.9	13.1%
EBITDA (LTM)	1,857.7	1,813.6	2.4%	1,757.1	5.7%
Net Debt / EBITDA (LTM)	3.97x	3.79x	4.7%	3.71x	7.0%

In 2024, the Company readjusted its debt profile and issued its 7th, 8th and 9th debentures, totaling R\$6.3 billion. The funds were used for the optional early redemption of debts with less attractive conditions and costs.

As of December 31, 2024, the Company's gross indebtedness totaled R\$9.5 billion. Net indebtedness was R\$7.4 billion. The Company ended the year of 2024 with leverage measured through the indicator net debt/ EBITDA of 3.97x.

Cash Conversion Cycle

Cash Conversion Cycle (days)	4Q23	1Q24	2Q24	3Q24	4Q24
Cash Conversion Cycle	278	227	243	235	225
Receivables	80	72	69	71	79
Inventories	271	213	231	227	214
Payables	(73)	(58)	(56)	(63)	(68)
Cash Conversion Cycle (R\$ million)	4Q23	1Q24	2Q24	3Q24	4Q24
Working Capital	3,711.9	3,895.1	3,724.6	3,760.1	3,961.2
Receivables	2,015.9	2,267.3	1,978.8	2,115.8	2,398.3
Inventories	2,320.0	2,233.3	2,309.6	2,280.1	2,290.9
Payables	(624.1)	(605.5)	(563.8)	(635.9)	(727.9)
% Net Revenue (LTM)	40.7%	40.9%	37.4%	35.7%	36.1%

In 4Q24, working capital was R\$4.0 billion, corresponding to 36% of net revenue in the last 12 months. The financial cycle⁶ was 225 days, an improvement of 53 days compared to 4Q23 explained, mainly, due to the lower level of inventory due to the maior sales volume in period in addition to inventory reduction and working capital optimization initiatives implemented throughout 2024.

⁶ The financial cycle represents the cash conversion cycle, obtained by adding the periods of accounts receivable, inventories, and suppliers.

Annex I — Consolidated Income Statement

Consolidated Income Statement (R\$ million)	2024	2023	Δ%
Net revenue	10,973.5	9,120.7	20.3%
Cost of goods sold	(3,849.8)	(3,076.4)	25.1%
Gross profit	7,123.8	6,044.3	17.9%
Expenses	(5,765.3)	(4,603.3)	25.2%
Selling expenses	(4,068.4)	(3,264.0)	24.6%
Administrative expenses	(1,732.6)	(1,385.7)	25.0%
Impairment loss on accounts receivable	(47.3)	(13.6)	246.8%
Other revenues (expenses)	82.9	60.1	38.0%
Operating income before financial result	1,358.4	1,441.0	-5.7%
Net financial result	(1,031.7)	(698.3)	47.8%
Financial expenses	(1,603.2)	(1,043.1)	53.7%
Financial revenue	571.5	344.9	65.7%
Results from equity-accounted investees	(0.4)	(4.3)	-89.7%
Income before income tax and social contribution	326.3	738.4	-55.8%
Income tax and social contribution	(191.6)	(88.7)	115.9%
Net income	134.7	649.7	-79.3%

Annex II - Consolidated Balance Sheet

Consolidated Balance Sheet (R\$ million)	Dec-24	Dec-23	Δ%
Assets	18,194	15,313	18.8%
Current	7,170	6,431	11.5%
Cash and cash equivalents	2,103	1,661	26.7%
Accounts receivable	2,398	2,016	19.0%
Inventories	2,291	2,320	-1.3%
Current tax asset	139	109	28.0%
Taxes recoverable	84	224	-62.4%
AFAC	0.00	0.01	-
Assets held for sale	11.16	-	-
Other receivables	143	101	40.7%
Non-current	11,025	8,883	24.1%
Accounts receivable	4.0	5.4	-25.8%
Derivative financial instruments	212.7	-	-
AFAC	0.01	-	-
Marketable securities	49	40	21.5%
Current tax asset	3	3	-18.0%
Deferred tax asset	213	236	-9.7%
Taxes and contributions to be recovered	354	-	-
Judicial deposits	46	39	17.8%
Other receivables	9	0.5	-
Investments	140	95	47.6%
Property, plant and equipment	3,464	2,578	34.3%
Right of use of assets	716	653	9.6%
Intangible assets	5,814	5,231	11.1%
Liabilities and Shareholders' equity	18,194	15,313	18.8%
Current	3,466	6,390	-45.8%
Suppliers	1,047	813	28.8%
Derivative financial instruments	79	95	-17.3%
Loans and financing	354	1,583	-77.6%
Debentures	154	2,408	-93.6%
Lease	0	1	-
Right of use of assets	193	143	35.3%
Payroll and related charges	417	396	5.3%
Income tax and social contribution payable	91	37	144.1%
Taxes payable	60	39	52.7%
Profit sharing (employees)	272	186	46.6%
Dividends	453	425	6.4%
Dividends prepayment (subsidiaries)	0.0	0.2	-
Other payables	346	264	31.1%
Non-current	9,920	4,816	106.0%
Derivative financial instruments	0	44	-
Loans and financing	2,837	2,355	20.5%
Debentures	6,265	1,693	270.1%
Right of use of assets	559	538	3.9%
Taxes payable	10	8	32.8%
Provision for contingencies	152	103	47.4%
Other payables	98	76	28.4%
Shareholders' equity	4,808	4,107	17.1%
Equity	1,206	1,204	0.1%
Profit reserve	2,728	2,821	-3.3%
Currency translation adjustments	831	18	-
Capital reserve	(8.6)	(8.6)	0.0%
Non-controlling interest	52	73	-28.6%

Annex III - Consolidated Cash Flow

Consolidated Cash Flow	2024	2023	Δ%
(R\$ million)			
Cash flow generated from operating activities	1,589	836	90.0%
Adjusted result	2,169	1,975	9.9%
Changes in operating assets and liabilities	(320)	(843)	-62.0%
Income tax and social contribution paid	(261)	(296)	-11.9%
Cash flow (used) generated in investing activities	(1,196)	(2,619)	-54.3%
Acquisition of subsidiaries	(0)	(72)	-
Capital increases in subsidiaries/associates	(39)	(16)	139.6%
Business combination, net	0	(1,336)	-
Acquisition of property, plant and equipment and intangible assets	(1,153)	(1,182)	-2.5%
Acquisition of titles and marketable securities	(8)	0	-
Other amounts received from investments	4	(12)	-
Cash effect on incorporation/acquisition	0	0	-
Cash flow (used) generated in financing activities	(197)	2,971	-
Net Loans and Financing	14	3,155	-
Equity increase	2	0	-
Dividends and interest on equity	(213)	(183)	15.9%
Capital contribution	0	0	-
Exchange variation on cash of foreign subsidiaries	247	(71)	-
Increase (decrease) in cash and cash equivalents	443	1,118	-60.4%
Cash and cash equivalents at the beginning of the period	1,661	542	206.1%
Cash and cash equivalents at the end of the period	2,103	1,661	26.7%

Statement by the Directors

In accordance with paragraph 1 (VI) of article 27 of CVM instruction No. 80 of March 29, 2022, the Company's Board of Executive Officers declares that it has reviewed, discussed and agreed with the Company's financial statements and with the independent auditors' report on the Company's individual and consolidated financial statements, issued on March 26, 2025, for the year ended December 31, 2024.

Relationship with Auditors

Following CVM Resolution No. 162/2003, the Company informs that in the fiscal year ended December 31, 2024, it contracted other services related to the external audit from the independent auditors related to the review of compliance with aspects related to tax legislation of our subsidiaries located abroad. These other services were approved by the audit committee after due analyses of independence and conflicts of interest defined in the Company's internal policy.

The Company's policy when contracting independent auditing services ensures that there is no conflict of interest, loss of independence or objectivity of services eventually provided by independent auditors not related to external auditing services.



Investor Relations



ri.eurofarma.com.br

✉ ri@eurofarma.com.br