



Picturing the future means

**TO LEARN
SOMETHING NEW**

every day

PROFILE

OUR PRESENCE

+45
Years

A history of more than **45 years**



Brazil's **1st multinational** pharmaceutical company



Present in **20 counties**



Amongst the **3 biggest** Brazilian pharmaceutical companies



+330 million units of medicines produced in 2018



More than **335 brands** commercialized in Brazil



Operating in **the main Pharma segments**



+6,700 employees in Brazil and abroad

100%
Latin American market coverage

Controlled Companies & Joint-Ventures

Momenta Farmacêutica

Eurofarma

Produces and commercializes a comprehensive portfolio of prescription and non-prescription medicines. Its production line includes oral and injectable antibiotics mainly penicillins, cephalosporins, and carbapenems.

Supera

Eurofarma and Cristália

This partnership is responsible for promoting and distributing prescription medicines.

Orygen

Eurofarma and Biolab

Joint-venture with the objective of developing and producing Biosimilars.

**WE BELIEVE IN LEARNING
THAT DARES, TRANSFORMS
AND PREPARES THE FUTURE**



HISTORY

AN ENTREPRENEURSHIP JOURNEY



1972

Billi Farmacêutica is founded

1979

Acquisition of the Campo Belo (SP) unit and *Laboratório Inaf*

1987

Action regarding Majer Meyer lab's brands

1993

Creation of Eurofarma's brand

1997

Acquisition of Pearson's brand and its production units (RJ)

1998

Acquisition of Wyeth's brands

2002

Onset of export activities

2007

- Opening of the Itapevi Industrial Complex
- Deposit of Eurofarma's first patent
- EMA (European Medicines Agency) Certification for post-injectable cephalosporins

1977

Laboratory Carlo Erba's production outsourcing

1982

Acquisition of ISA, the first national laboratory to produce penicillins

1992

Acquisition of Stanley Home do Brazil (Interlagos/SP Unit)

1995

- Opening of the first exclusively penicillins production facility
- Start of Euroglass' vials and ampoules production operations

2001

Entry into the Brazilian generic medicines market

2006

- Creation of the *Núcleo de Inovação*
- Foundation of the *Instituto Eurofarma*
- Start of *Magabi Pesquisas Clínicas e Farmacêuticas*' operations

HISTORY

AN ENTREPRENEURSHIP JOURNEY



2009

- Acquisition of Quesada Farmacêutica and establishment of Eurofarma Argentina
- Launch of the first monoclonal antibody medicine (CIMAher®)

2011

Creation of the Supera Farma joint-venture

2013

- Establishment of Momenta Farmacêutica
- Entry into Peru and Guatemala

2014

- Creation of the *Ampliando Horizontes* (Broadening horizons) signature
- Acquisition of shares of the North-American Melinta Therapeutics
- Partnership with South Korean Dong-A

2016

- Licensing of Morphotek's innovative medicine - farletuzumab - exclusively for Latin-America
- Celebration of Instituto Eurofarma's 10th anniversary

2018

- Growth of 18.7% in sales in Brazil
- Creating the Shared Services Center
- Increased growth of Medical Prescription and Genetics among the main laboratories
- Acquisition of Stein's portfolio
- Partnership to launch the innovative Belviqu in 17 countries

2010

Laboratories Aquisitions: Laboratórios Gautier (Eurofarma Uruguay and Eurofarma Bolivia), Volta, and Farindustria (Euromed Chile) and Segmenta (Brazil)

2012

- Acquisition of production facility and establishment of Eurofarma Colombia
- Establishment of Supera RX, with MSD joining the joint-venture, and Orygen Biotecnologia becoming part of the joint-venture, in partnership with com Biolab

2015

- Filing of Fiprima, Latin-America's first biosimilar medicine
- Acquisition of a production facility in Argentina

2017

- Anvisa approves of the domestic decontamination method of primary packaging
- Creation of Eurofarma's Synapsis – an open innovation platform
- ISO 9001:2015 Certification for pharmacovigilance
- Licensing of Summit Therapeutics' innovative medicine – ridinilazole – exclusively for Latin-America.

PRINCIPLES

VALUES THAT GUIDE OUR ACTIVITIES

MISSION

Provide access to health and life quality to patients with fair-price treatments and profitable businesses that guarantee the company's sustainable development, while sharing the company's values with the employees and the society.

VALUES

- Ethics
- Promptness
- Commitment
- Sustainable development
- Focus on healthcare
- Entrepreneurship
- Equality
- Reinvestment
- Respect
- Outcome

VISION 2022

We will become one of the 3 largest Pharmaceutical companies in Latin America with regional capital, leader in medical prescriptions in Brazil and a reference in innovation and sustainability; maintaining increasing profitability, having 10% of the portfolio constituted of IP protected products and 30% of sales revenues coming from Eurofarma's international activities.

VISION 2022

WHAT DO WE WANT TO ACCOMPLISH



Leader in medical prescriptions in Brazil
Vice-leader in sales of generic medicines in Brazil
To be amongst the **3 biggest** of Latin-American regional capital

leadership

1

2

innovation

Top 3 in portfolio renewal

10% of **protected portfolio**

Presence in **100%** of Latin-American **countries**

FDA e EMA International Certifications

30% sales coming from international operations

expansion

3

4

competitiveness

Increasing gross margin

Minimum consolidated profitability of **25%**

Service levels in Brazil and in Latin-America
Not less than 97%

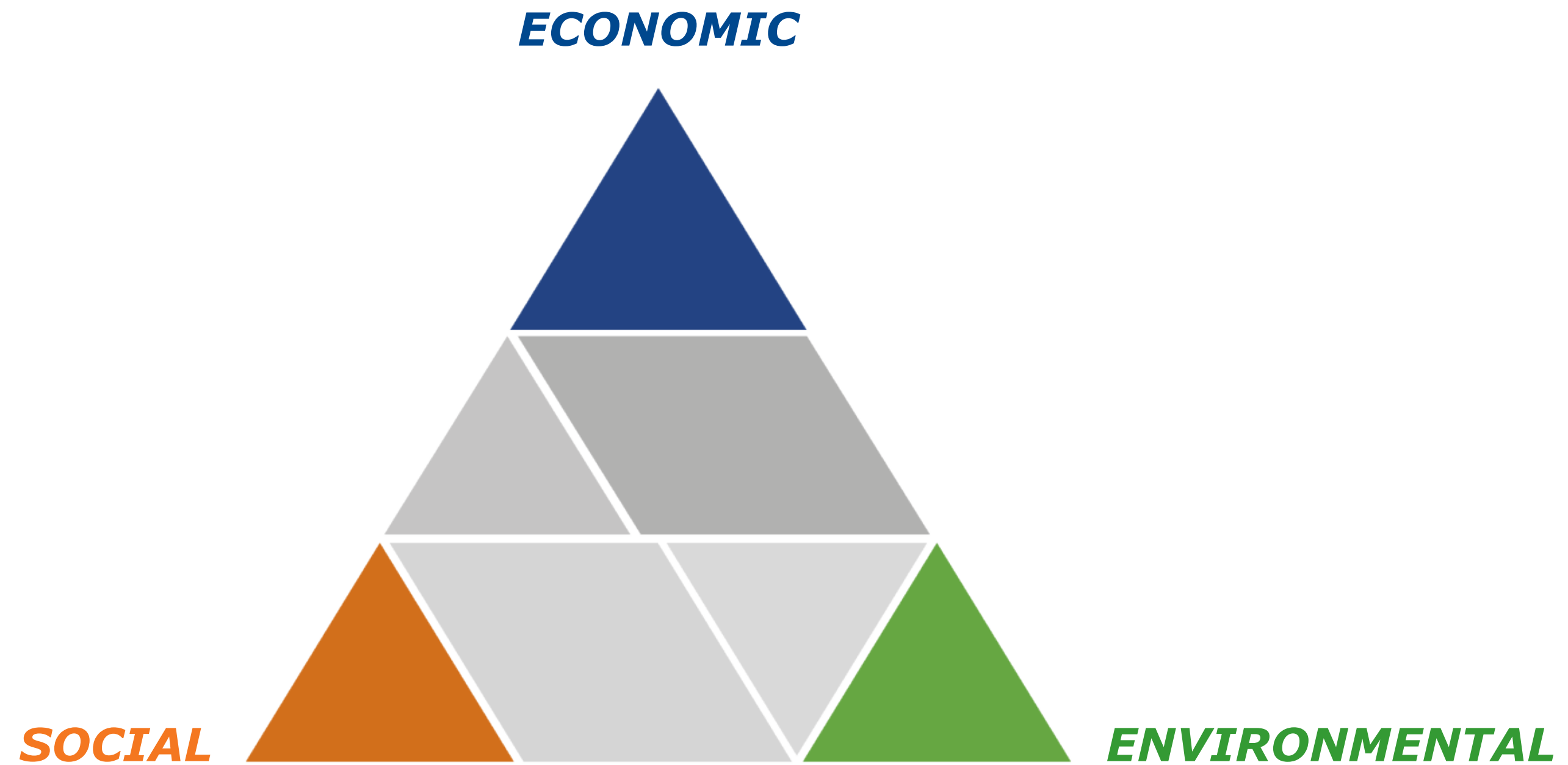
Reference publications regarding **sustainability and innovation**

To be amongst the **greatest companies** to work for

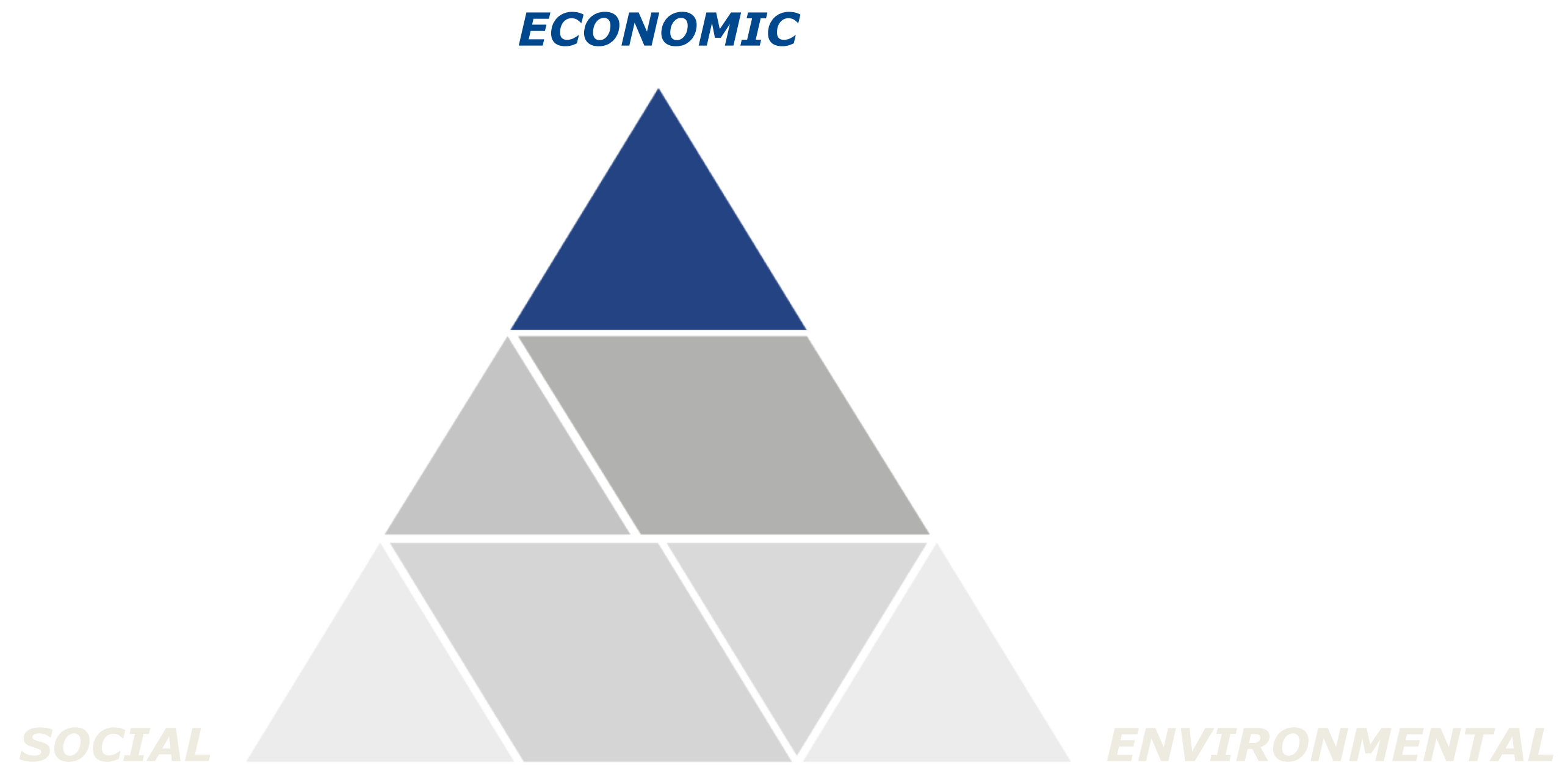
acknowledgement

5

DIMENSIONS



DIMENSIONS



SUSTAINABLE GROWTH

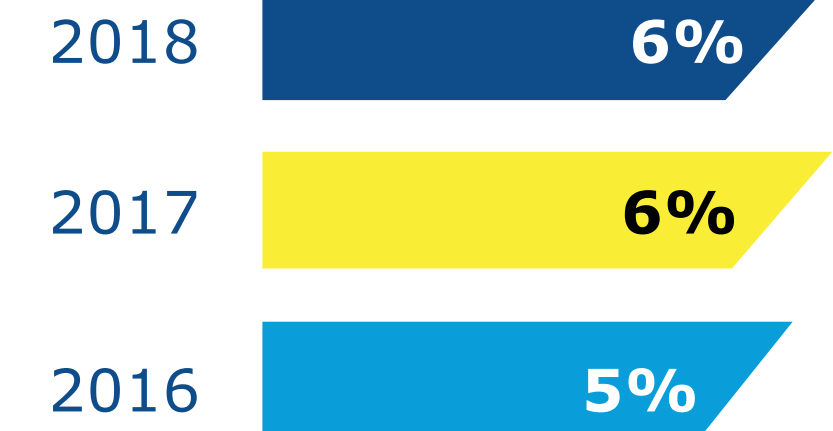
2018 HIGHLIGHTS

17% growth
(annual average in 15 years)

43,5 days is our
average delivery term
*Average term to deliver sales to
customers (Brazil)*

40 days is our
average retail inventory
*Inventory at the Medical
Prescription Unit's main
distributors (Brazil)*

Investments in R&D % over net sales



MAIN PRODUCTS

Prescription

Tâmisa®



Selene®



Tamiram®



Generic

amoxicilin +
clavulanate



cilostazol



ceftriaxone



Oncological

Seletiv®



calioum folinate



anastrozole



Hospital

Piperacilin+
tazobactam



Versa®



Saline
Solution



Veterinary

Creolina®



Newmast®



Aminofort®



CONTINUOUSLY EVOLVING



2nd most prescribed pharma company in Brazil

The highest increase in medical prescriptions. The pharma company brands with the highest growth rate in the retail market (top 25), holding the 4th position in sales ranking

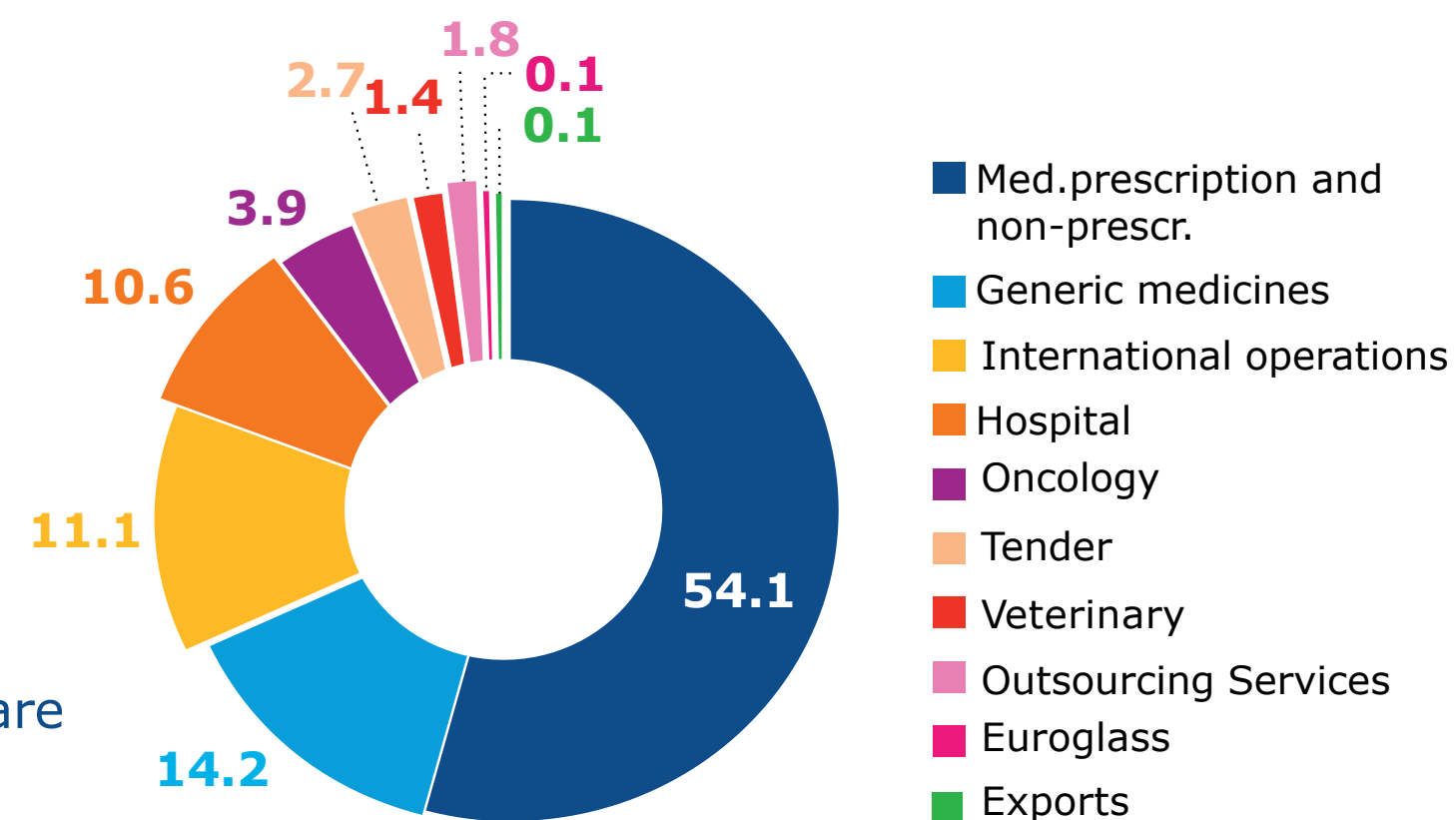


6.61% Medical Prescriptions
market share
The highest gain in the market



11.8% Generic market share
The highest market escalation
amongst the 5 main pharma
companies

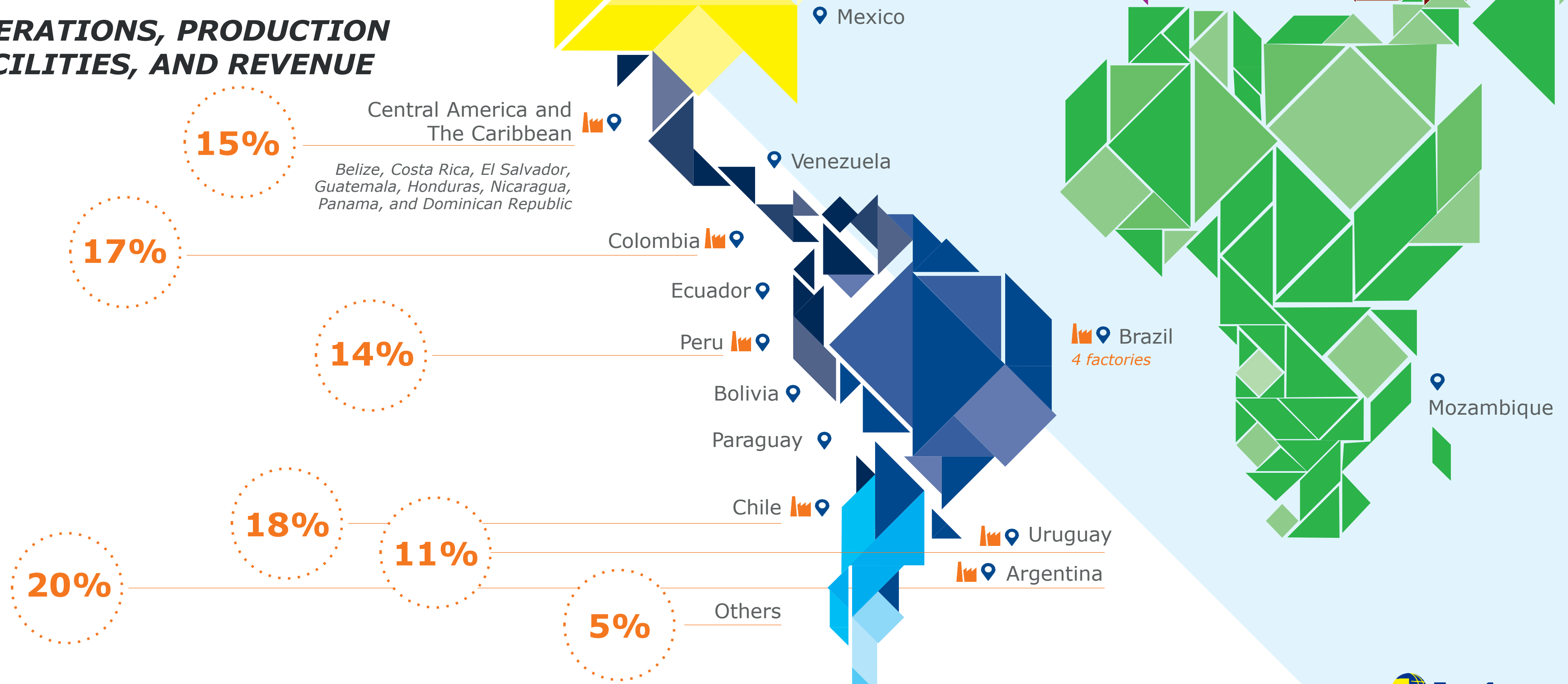
% of consolidated sales (Eurofarma Group)



Close-up - Basis Dec/2017 / IQVIA - Basis Dec/2017 in REAIS PPP.

WORLDWIDE

OPERATIONS, PRODUCTION FACILITIES, AND REVENUE



% Revenue percentage
International Operations



Factories



Operations

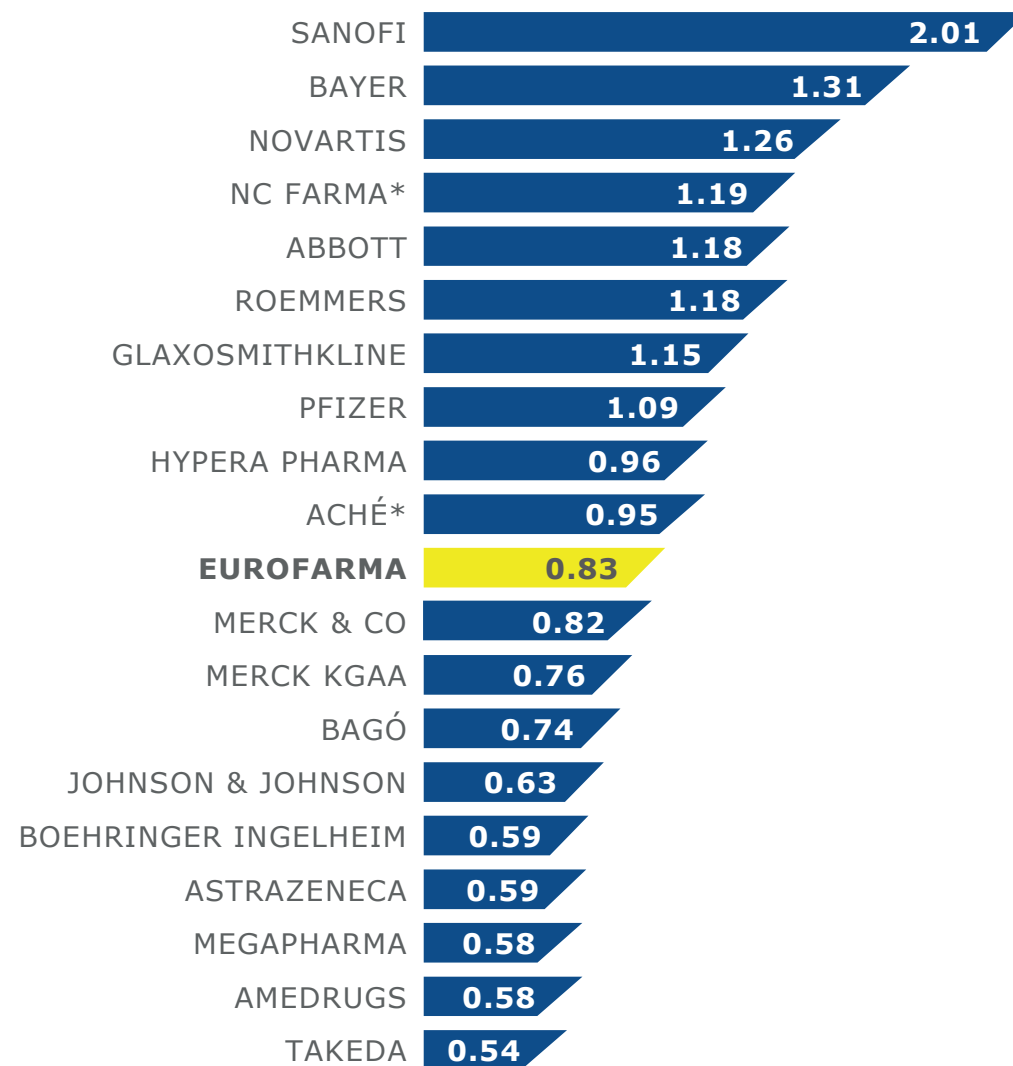
RELEVANCE

WITHIN THE MARKET

Latin America

5th place amongst Latin-America's regional capital corporations¹

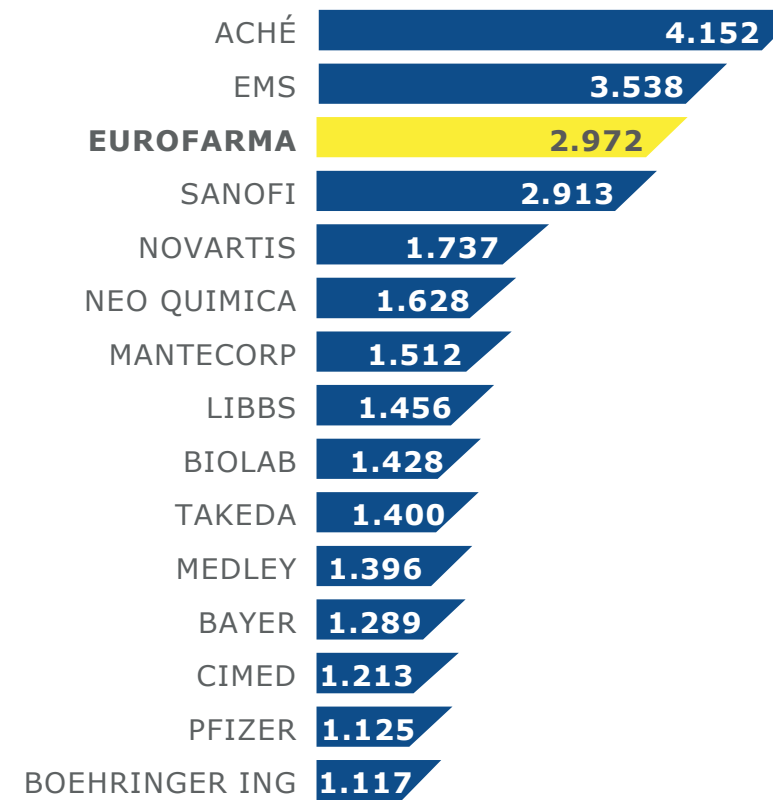
Top 20 Companies – US\$ (B)



Retail Brazil

3rd place amongst the Brazilian retail market laboratories²

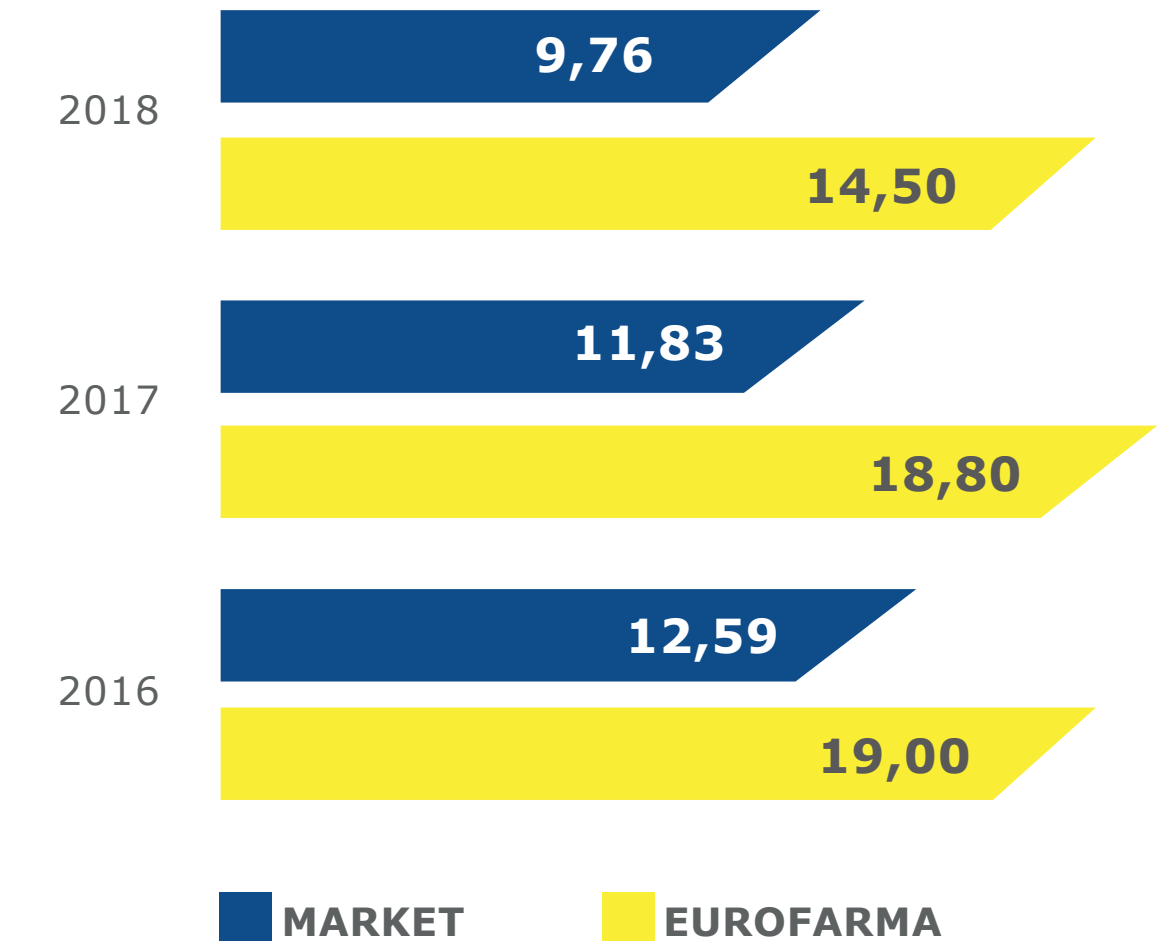
Top 15 Labs – R\$ (MM)



Growth Brazil

Eurofarma's products demand-led growth

Retail Sales Evolution – %



1. Source: Retail MIDAS Special Study Jun/2018 USD Constante.

2. Source: IQVIA - Basis MAT Dec/2018 in REAIS PPP. 3. Source: IQVIA - Basis Dec/2018 in REAIS PPP. Note: previous years may be changed due to the methodologies defined by external agencies (IQVIA).

*Exclusively operating within the Brazilian market

OPERATING

EXCELLENCE

▶ **9** factories

▶ Transformation
Competitive Cost

▶ **Producing** for big multinational companies

▶ **Diversification**

Production of solids and semi-solids, oral and sterile liquids, oncologicals, lyophilized, hormones, penicillins, cephalosporins, carbapenems, veterinary, high-volume parenteral solutions, ampoules and glass vials, and packaging

High production Capacity and applied technology

+330

million units of drugs produced annually

+90

production lines in activity

+1,000

SKUs

+1,500

employees in the manufacturing area

FACTORIES



Ribeirão Preto

Large volume parenteral solutions



Guatemala

Production of solids, semi-solids, and liquids



Chile

Solids, semi-solids, oral and sterile liquids (ophthalmic and injectables)

Peru

Non-sterile solid and liquid products, powders and granules

Itapevi

Production lines for solids and semi-solids, liquids, oncologicals, lyophilized, hormones, and packaging



Freguesia do Ó

Production of antibiotics, penicillins, cephalosporins, and carbapenems

Argentina

Solids and semi-solids, liquids, and injectables' packaging



Uruguay

Solids and oral liquids

Colombia

Solids, semi-solids, and liquids

INDUSTRIAL COMPLEX

BRAZIL - ITAPEVI (SP)

ONE OF THE MOST ADVANCED PHARMA PARKS IN LATIN-AMERICA

Projected to fit the company's expansion
planned for the next years.



THE FACTORY



THE PRODUCTION

Total area

300 thousand m²

Built area

86 thousand m²

4 Manufacturing
blocks

+200

Million units
produced/year

+60

Production lines in
activity

+1,000

Employees in the
manufacturing
areas



QUALITY

CERTIFICATIONS

LATIN-AMERICA

In all of its industrial segments, the company strictly complies with the GMP (Good Manufacturing Practices) rules based on the current regulations.

Brazil

Agência Nacional de Vigilância Sanitária (Anvisa)

Rede Brasileira de Laboratórios Analíticos em Saúde (Reblas)

Instituto Nacional de Vigilancia de Medicamentos y Alimentos (Invima)

Dirección General de Medicamentos, Insumos y Drogas (Digemid)

Administración Nacional de Medicamentos, Alimentos y Tecnología Médica (Anmat)

Argentina

Administración Nacional de Medicamentos, Alimentos y Tecnología Médica (Anmat)

Colombia

Agência Nacional de Vigilância Sanitária (Anvisa)

Instituto Nacional de Vigilancia de Medicamentos y Alimentos (Invima)

Chile

Instituto de Salud Pública de Chile (ISP)

Guatemala

Autoridade Sanitária da Guatemala

Peru

Dirección General de Medicamentos, Insumos y Drogas (Digemid)

Uruguay

Ministerio de Salud Pública del Uruguay



INNOVATION

GUARANTEEING THE FUTURE

2018 HIGHLIGHTS

R\$ 198 million

Investment in the Innovation Center, which will open in 2019

+200

Projects in the pipeline, 5 of which are for new chemical entities (NCE)

71 new products

42 in Brazil and 29 in other countries

148

Therapeutic classes in Brazil

335

Commercialized brands attended in Brazil

844

Presentations in Brazil

28

Medical specialties attended in Brazil

Investments in R&D are increasingly growing and are expected to reach 15% of net sales until 2030

PARTNERSHIPS

AND LICENSING

The licensed and partnerships products represent around **11% of our revenue**



CHR HANSEN

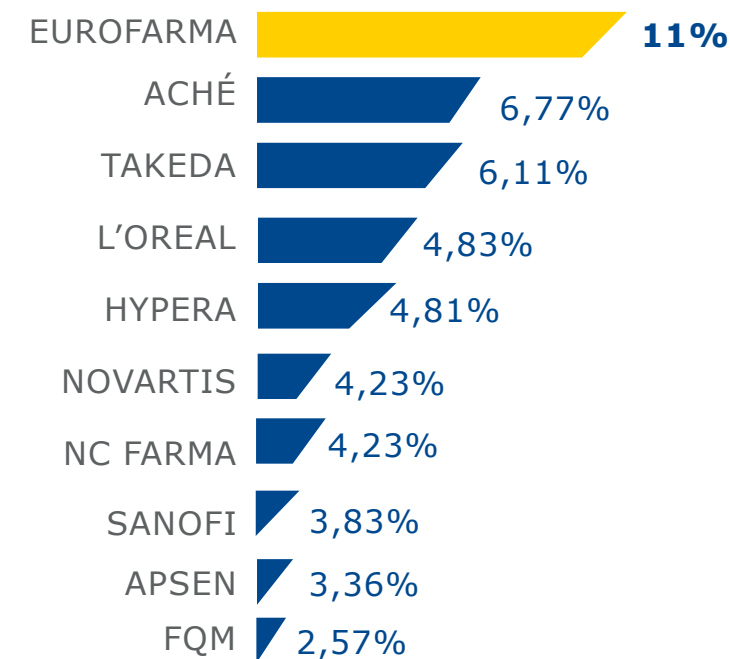


RESEARCH

AND DEVELOPMENT

By 2022, approximately 40% of our revenue will come from the products being launched since 2017

Market share of our launches



Similar and Generic Medicine **1**

Incremental Innovation **2**

Radical Innovation Via Partnerships **3**

Own Radical Innovation **4**

INNOVATION JOURNEY



Source: IQVIA - Basis Dec/2018 REAIS PMB. Participation of launchings amongst the selected labs. Takes into account the launching of new concentrations and pharmaceutical forms of the last 24 months.

NEW CYCLES

M&A AND CORPORATE VENTURE

Carlo Herba's and Lab. Inaf's factory



1977

Majer Meyer's lab brands



1987

Pearson



1997

Quesada



2009

Joint-venture between MSD, Cristália, and Biolab Factory in Colombia



2012

Melinta Therapeutics' Factory in Argentina



2015

1982



ISA

1992



Stanley Home Brazil's operations

1998



Wyeth's brands

2010



Gautier, Volta, Farmaindustria, and Segmenta
Joint-venture Inova Biotecnologia

2013



Refasa Carrion and Laprin
Momenta Farmacêutica

2018



Acquisition of Stein's portfolio

Corporate Venture



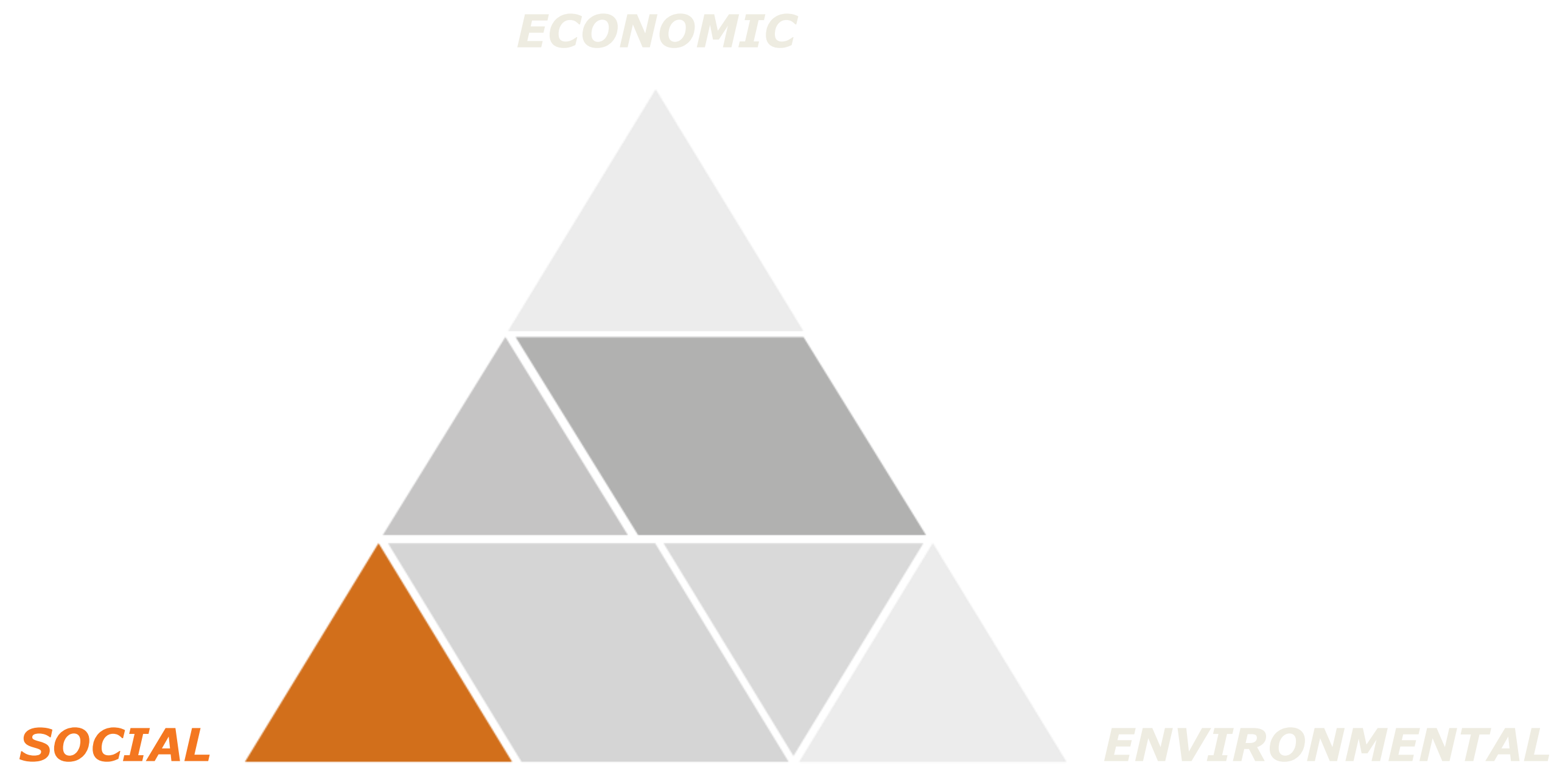
The **first Brazilian Pharma company** to have a robust and structured relationship programme with start-ups (Eurofarma Synapsis)

Map the technology market and be a pioneer to catch the waves of innovation in the industry

To be ready to set up a venture capital fund for investing in technology companies:

- Search for new solutions regarding relationship with stakeholders, operating efficiency, data managements, and sustainability
- Talent acquisition
- Resources for short and medium terms investments of up to 5% of the company's gross profit

DIMENSIONS



SHARED

RESULTS

2017 HIGHLIGHTS

R\$ 32.9 million

invested in the community: education, sports, healthcare, and culture using own resources and incentive laws

14.3 thousand

people directly attended by the Instituto Eurofarma

+6,700 employees

and one of the largest sales-force and medical advertising in Latin America

73% of leadership

positions filled by internal talents

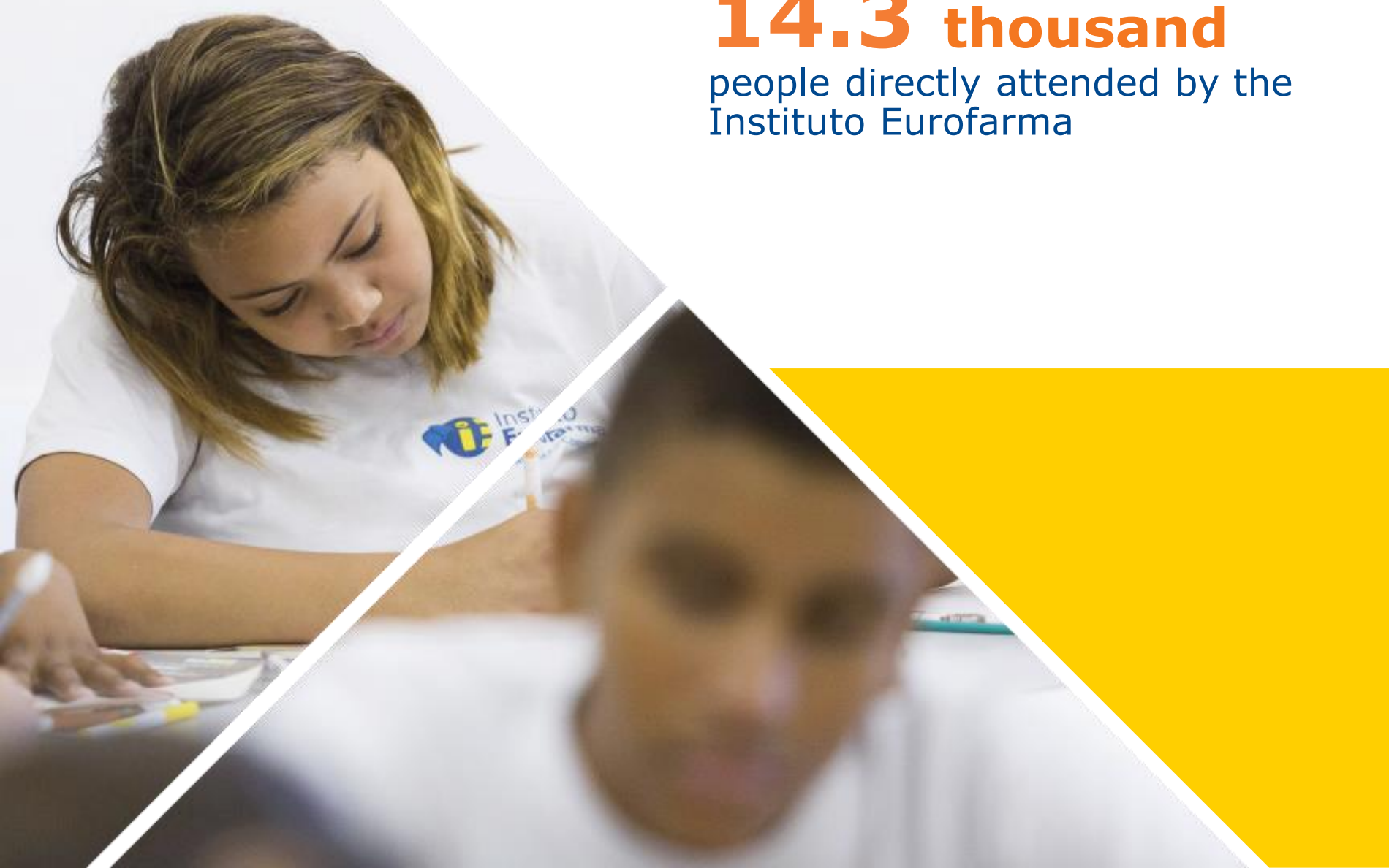
2% voluntary *turn over*

R\$ 112 million

Profit sharing

95% positive rating

in the Consumers Satisfaction Survey



PEOPLE

OUR PEOPLE



**For 15 years
amongst the
greatest companies
to work for**

**90% of our
employees**

Regard the company
as a great place
to work

Ranking "Época GPTW"



Ranking "Você S/A"



5,576 employees in Brazil and
1,160 in international operations

**One of the largest sales-
force and medical
advertising in Latin-
America counting with more
than 3 thousand
representatives**

SOCIAL

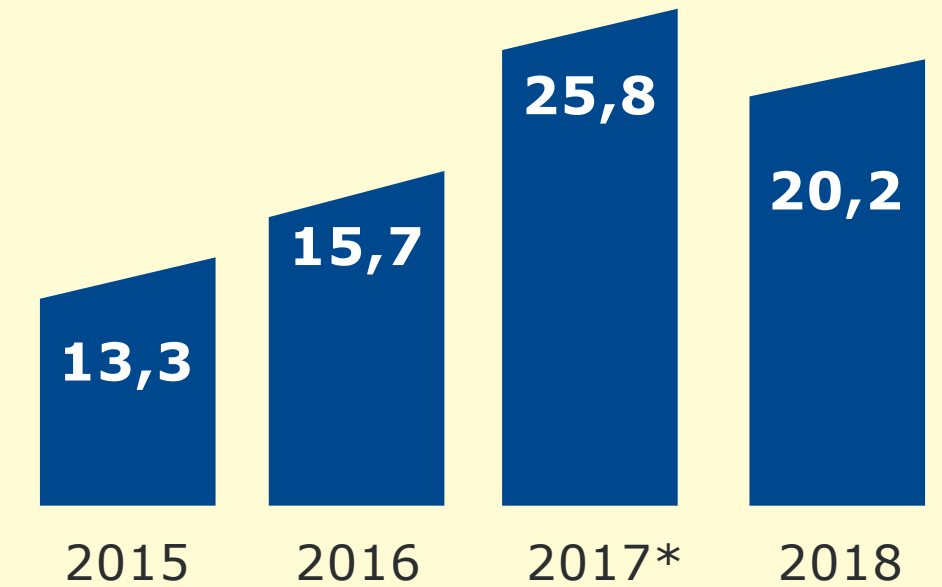
RESPONSIBILITY

INSTITUTO
ETHOS

Since 2012 in the Instituto Ethos' Benchmark group and amongst the ten companies to achieve the best performance scores

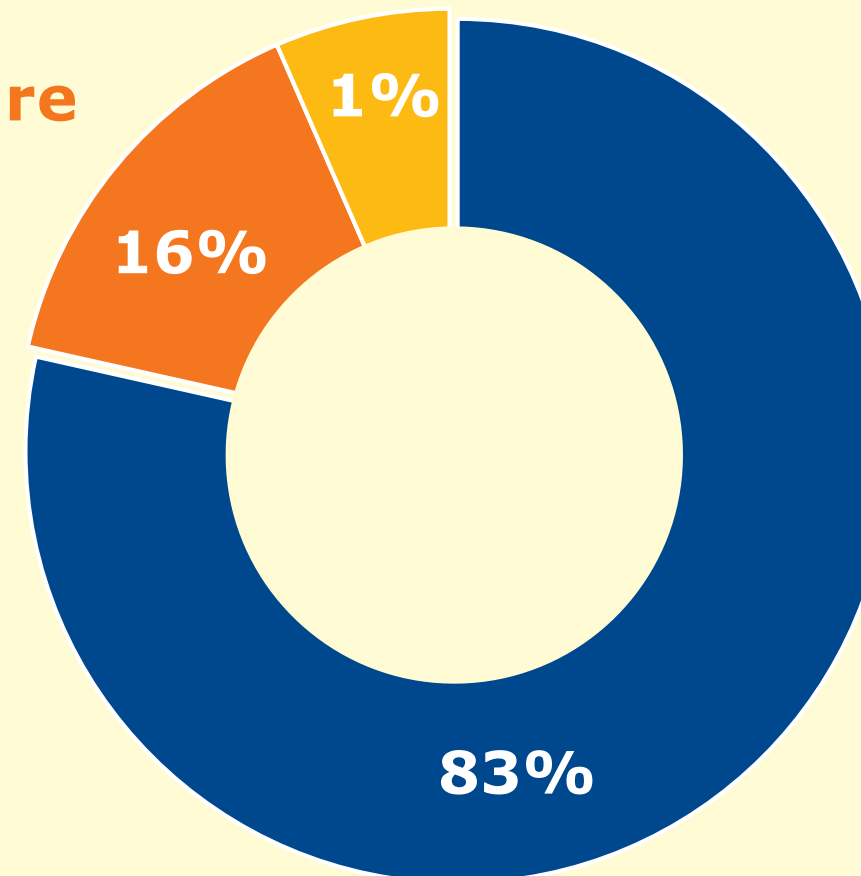


Investments in healthcare, culture, and sports (R\$ million)



* Emergency donation of medicines to the city hall of São Paulo

Health
Culture



Sports

78,2%
Own Resources

21,8%
Incentive Laws

INSTITUTO

EUROFARMA

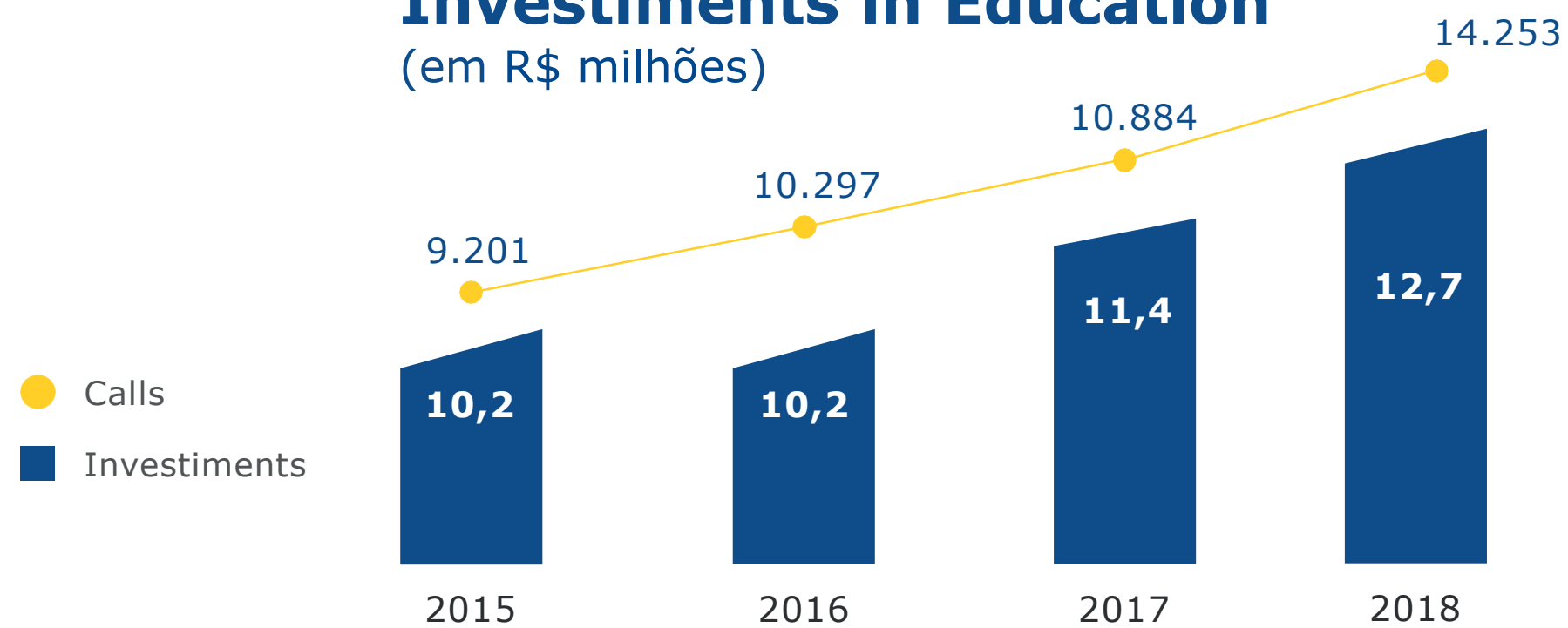


MISSION

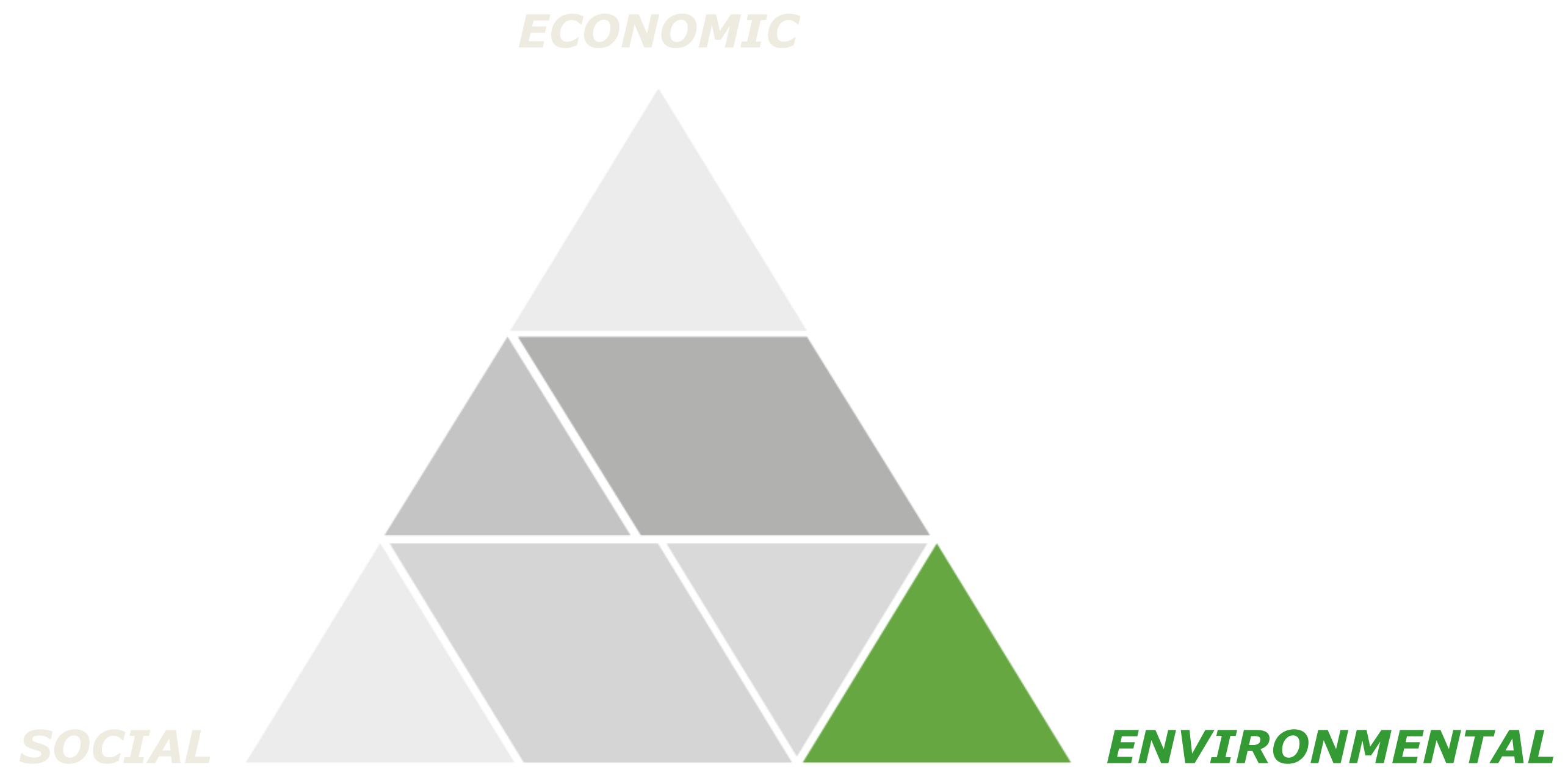
Promote social-economic inclusion and sustainable development by means of a transforming education



Investments in Education (em R\$ milhões)



DIMENSIONS



ENVIRONMENT MANAGEMENT

RESPONSIBILITY

2017 HIGHLIGHTS

R\$ 10.5 million

Invested in the environment

5.4 million

of products with the "Selo +Verde" marketed in 2018

100%

of medicine packaging contain instructions for proper disposal

+94%

of dangerous residues sent to co-processing

57%

reduction of CO₂ emitted by the fleet from 2009 until 2017

385 thous m²

total protected green area recovered in Itapevi and Mogi das Cruzes (SP)

5,450

photovoltaic panels installed in Itapevi

68%

of water reuse in the SPVG process in Ribeirão Preto

64,115 m³

of water reused in 2018

COMMITMENT

TOWARDS THE ENVIRONMENT

Environment investments

(R\$)



Launch of unique method for decontamination of primary packaging

WATER EFFICIENCY

- Water consumption
- Water reuse
- Reduction of effluents generation

CLIMATE CHANGE

- Sales-force fuel consumption
- Volume of CO₂ emissions
- Protect and preserve the biodiversity and green areas
- Zero residues

ENERGY EFFICIENCY

- Energy consumption
- Renewable energy



RENEWABLE RESOURCES

- Efficient packaging with less consumption of resources and prioritizing the use of recycle material
- Zero Paper Programme

POST-CONSUMPTION

- Decontamination of primary packaging
- Proper Medicine Disposal Programme
- Environmental education

CORPORATE GOVERNANCE



STRUCTURE

INDEPENDENT OMBUDSMAN

A direct and confidential communication channel that any employee, customer, or supplier can use to disclose situations that might represent abnormal behaviours.

ADVISORY BOARD

It aims to provide a space for discussion regarding the awareness of risks, opportunities, and challenges surrounding Eurofarma and the pharmaceutical market.

SUPERVISORY BOARD

Created in 2018, the objective is to ensure greater transparency and governance of the Eurofarma Group

STRUCTURE OF THE COMMITTEES

As an important integration factor of our managerial structure, the committees being represented by the executives of the targeted department and representatives of other sectors and stakeholders.

CORPORATE INTEGRITY

As an independent area reporting to the company's Ethics Committee, it accumulates activities of Compliance, Risk Management, Internal Auditing, and Information Security.



Presidency
Executive Comm.
Ethics Committee



Innovation Vice-presidency
Product and Processes Changes Executive Committee
New Products Committee
Innovative Products Committee
Permanent Improvement and Cost Reduction Committee
Patents Committee
Prices Committee



Operations Vice-presidency
Operational Governance Committee
Permanent Improvement Committee
Changes Committee
Inventory Committee
Quality Committee (Anvisa and Certifications)



Sustainability and New Businesses Vice-presidency
Environmental Committee
Crisis Committee
Culture and Sports Sponsorships Committee
Strategic Planning Committee
Social and Corporate Responsibility Committee



Administrative and Finance Executive Board
Investments Committee
Shared Services Centre Committee

ACKNOWLEDGEMENT



CONQUESTS

Guia Exame de Sustentabilidade

The only one in the industry to be the three-time award winner of the publication, which is a benchmark in Brazil.



Valor Inovação Brasil

4th place amongst the most innovative Pharma companies in the country in the ranking organized by *Valor Econômico* newspaper alongside with the consulting company Strategy & PWC.



GPTW Great Place to Work

5th time amongst the 50 greatest companies to work, in 2018, we were ranked 22nd by the GPTW ranking, in partnership with *Época* magazine.



Valor 1000

Distinguished amongst the pharma and cosmetics, the company climbed 16 positions compared to the previous year and ranked 190th.



Época Negócios 360°

Eurofarma was elected one of the best pharmacists of Brazil by ranking *Época Business 360°*. Between the 337 companies offered, we won the 17th place in the overall ranking, climbing 17 positions in relation to the year previous.



As Melhores da Isto É Dinheiro

2nd place within the Pharmaceutical segment Hygiene and Cleaning. The only company that showed up in the 1st place in five aspects of this survey. The ranking appraises activities and performance of companies from 23 economic sectors, according to the best practices of finance management, corporate governance, social responsibility, human resources, innovation, and quality.



Exame Melhores & Maiores

In the 44th edition of this award, Eurofarma stood in the 278th position amongst the countries' 500 best selling companies. It also appeared within the 200 biggest groups and held the 153rd place.



42ª Prêmio Lupa de Ouro

Eurofarma was finalist in seven of the 22 categories of this traditional *Sindusfarma*, and won the 1st place in the categories "Prescription - Maduros Central Nervous System" with the product *Amato®* and "Prescription - Launch Central Nervous System" with *Desve®* product.



Valor Carreira

Eurofarma was the only Pharmaceuticals elected in its category (3 to 7 thousand employees) and the better people management, notable for their human resource practices



50 Mais Amadas Love Mondays

The only Brazilian pharma company amongst the "Most Beloved Love Mondays" in Brazil, as per the annual ranking, which is based on the employees spontaneous and secret evaluation, rising from 45th place in 2018 to 11th place in 2019



Sindusfarma de Qualidade Awards

Awarded as the best pharma company in the category of Service Providers, Outsourcing of Production Stages, and Packaging



Sindusfarma Excelência em Gestão de Saúde e Segurança do Trabalho Awards

Two championships in the category.



*WE BELIEVE IN THE KIND OF LEARNING
THAT DARES, TRANSFORMS, AND PREPARES
FOR THE FUTURE*

