# **Quarterly Information (ITR)**

Raia Drogasil S.A.

September 30, 2013

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## **Company Information / Capital Composition**

Number of shares (units)	Current Quarter 09/30/2013
Paid-up capital	
Common shares	330,386,000
Preferred shares	0
Total	330,386,000
Treasury shares	
Common shares	0
Preferred shares	0
Total	0

Version: 1

#### Company data / Cash earnings

Event	Approval	Cash earnings	Payment	Share type	Share class	Earnings per share (Reais / Share)
Ordinary General Meeting	03/22/2013	Interest on equity capital	12/02/2013	Common Shares		0.01029
Ordinary General Meeting	06/21/2013	Interest on equity capital	12/02/2013	Common Shares		0.04843
Ordinary General Meeting	09/23/2013	Interest on equity capital	05/30/2014	Common Shares		0.01665

A free translation from Portuguese into English of quarterly information prepared in accordance with Brazilian and international standards on review engagements

### Individual financial information / Balance sheet - Assets

Account		Current quarter	Prior year
code	Account description	09/30/2013	12/31/2012
1	Total assets	3,298,645	3,340,186
1.01	Current assets	1,601,939	1,693,864
1.01.01	Cash and cash equivalentes	122,367	166,963
1.01.03	Accounts receivable	461,013	452,543
1.01.03.01	Trade accounts receivable	364,639	335,771
1.01.03.01.01	Checks receivable	3,478	5,153
1.01.03.01.02	Credit and debit card	316,323	289,225
1.01.03.01.03	PBM – Pharmacy Benefits Management	24,228	23,120
1.01.03.01.04	Agreements with companies	21,546	19,011
1.01.03.01.08	<ul> <li>(-) Allowance for doubtful accounts</li> </ul>	-936	-738
1.01.03.02	Other accounts receivable	96,374	116,772
1.01.03.02.01	Advances to employees	4,924	2,796
1.01.03.02.02	Return to suppliers	21,210	16,194
1.01.03.02.03	Commercial agreements	65,535	92,281
1.01.03.02.08	Other	4,705	5,501
1.01.04	Inventories	948,534	973,396
1.01.04.01	Goods for resale	960,039	974,455
1.01.04.02	Materials	8,821	9,854
1.01.04.03	<ul><li>(-) Allowance for losses on products</li></ul>	-20,326	-10,913
1.01.06	Taxes recoverable	58,136	96,316
1.01.06.01	Current taxes recoverable	58,136	96,316
1.01.07	Prepaid expenses	11,889	4,646
1.02	Non-current assets	1,696,706	1,646,322
1.02.01	Long-term receivables	22,193	21,802
1.02.01.03	Accounts receivable	355	610
1.02.01.03.02	Other accounts receivable	355	610
1.02.01.07	Prepaid expenses	360	561
1.02.01.09	Other non-current assets	21,478	20,631
1.02.01.09.03	Statutory deposits and tax grants	· _	7
1.02.01.09.04	Judicial deposits	10,276	11,010
1.02.01.09.05	Taxes recoverable	10,641	9,053
1.02.01.09.06	Court-ordered debt payments ("precatórios")	561	561
1.02.03	Property and equipment	518,411	454,322
1.02.04	Intangible	1,156,102	1,170,198

### Individual financial information / Balance sheet – Liabilities and equity

Account code	Account description	Current quarter 09/30/2013	Prior year 12/31/2012
2	Total liabilities	3,298,645	3,340,186
2.01	Current liabilities	790,638	863,276
2.01.01	Social and labor obligations	139,259	92,899
2.01.01.01	Social security obligations	29,047	21,019
2.01.01.02	Labor obligations	110,212	71,880
2.01.02	Trade accounts payable	445,899	575,587
2.01.02.01	Local suppliers	445,899	575,587
2.01.03	Tax obligations	39,721	40,489
2.01.03.01	Federal tax obligations	10,598	16,457
2.01.03.01.01	Income and social contribution tax payable	-	5,881
2.01.03.01.02	Other federal tax obligations	10,598	10,576
2.01.03.02	State tax obligations	27,679	22,944
2.01.03.03	Municipal tax obligations	1,444	1,088
2.01.04	Loans and financing	79,878	60,712
2.01.04.01	Loans and financing	79,878	60,712
2.01.04.01	In local currency (BRL)	79,878	60,712
2.01.04.01.01	Other payables	75,383	79,468
	Other	75,383	79,468
2.01.05.02			,
2.01.05.02.01	Dividends and interest on equity payable	22,049	5,451
2.01.05.02.04	Rental	19,160	15,749
2.01.05.02.05	Key money	4,180	22,392
2.01.05.02.06	Other accounts payable	29,994	35,876
2.01.06	Provisions	10,498	14,121
2.01.06.01	Tax, social security, labor and civil provisions	5,041	4,223
2.01.06.01.01	Tax provisions	93	94
2.01.06.01.05	Provision for legal proceedings	4,948	4,129
2.01.06.02	Other provisions	5,457	9,898
2.01.06.02.04	Provision for internal campaigns	1,292	-
2.01.06.02.06	Provision for sundry obligations	4,165	9,898
2.02	Non-current liabilities	203,140	212,251
2.02.01	Loans and financing	103,933	131,460
2.02.01.01	Loans and financing	103,933	131,460
2.02.01.01.01	In local currency (BRL)	103,933	131,460
2.02.02	Other payables	2,868	7,049
2.02.02.02	Other	2,868	7,049
2.02.02.02.03	Tax Recovery Program (REFIS)	2,868	7,049
2.02.03	Deferred taxes	87,876	64,021
2.02.03.01	Deferred income and social contribution taxes	87,876	64,021
2.02.04	Provisions	8,463	9,721
2.02.04.01	Tax, social security, labor and civil provisions	8,463	9,721
2.02.04.01.05	Provision for legal proceedings	8,463	9,721
2.03	Equity	2,304,867	2,264,659
2.03.01	Realized capital	908,639	908,639
2.03.02	Capital reserves	1,039,935	1,039,935
2.03.03	Revaluation reserves	12,988	13,127
2.03.04	Income reserves	294,721	302,958
2.03.04.01	Legal reserve	14,375	14,375
2.03.04.02	Statutory reserve	280,346	280,346
2.03.04.08	Proposed additions dividends	· _	8,237
2.03.05	Retained earnings (accumulated losses)	48,584	-,

### Individual financial information / Income statement

		Current Quarter	YTD	Same Quarter	YTD
Account code	Account description	07/01/2013 to 09/30/2013	01/01/2013 to 09/30/2013	for the prior year 07/01/2012 to 09/30/2012	01/01/2012 to 09/30/2012
3.01	Revenue from sale of products and/or services	1,625,537	4,552,948	708,536	2,001,511
3.01.01	Gross revenue from sale of products and/or services	1,682,958	4,725,454	739,126	2,086,709
3.01.02	Taxes on sales	-48,814	-148,546	-27,271	-75,598
3.01.03	Rebates	-8,607	-23,960	-3,319	-9,600
3.02	Cost of goods sold and/or services rendered	-1,173,752	-3,297,184	-511,132	-1,434,863
3.03	Gross profit	451,785	1,255,764	197,404	566,648
3.04	Operating income/expenses	-422,376	-1,145,620	-153,399	-435,226
3.04.01	Selling expenses	-322,162	-867,435	-124,062	-344,954
3.04.02	General and administrative expenses	-85,914	-245,590	-27,850	-89,368
3.04.02.01	Administrative	-44,694	-129,300	-14,329	-50,924
3.04.02.03	Depreciation and amortization	-41,220	-116,290	-13,521	-38,444
3.04.05	Other operating expenses	-14,300	-32,595	-2,745	-10,916
3.04.05.01	Extraordinary expenses	-14,300	-32,595	-2,745	-10,916
3.04.06	Equity pickup	-	-	1,258	10,012
3.05	Income before financial income (expenses) and taxes	29,409	110,144	44,005	131,422
3.06	Financial income (expenses)	-2,640	-9,303	-567	-1,046
3.06.01	Financial income	2,183	6,033	1,844	6,485
3.06.02	Financial expenses	-4,823	-15,336	-2,411	-7,531
3.07	Income before income taxes	26,769	100,841	43,438	130,376
3.08	Income and social contribution taxes	-8,151	-27,674	-8,709	-26,928
3.08.01	Current	-601	-3,795	-8,468	-25,752
3.08.02	Deferred	-7,550	-23,879	-241	-1,176
3.09	Net income from continuing operations	18,618	73,167	34,729	103,448
3.11	Income/loss for the period	18,618	73,167	34,729	103,448
3.99	Earnings per share (Reais/share)	-	-	-	-
3.99.01	Basic earnings per share	-	-	-	-
3.99.01.01	Common shares	0.05635	0.22146	0.10512	0.31311
3.99.02	Diluted earnings per share	-	-	-	-
3.99.02.01	Common shares	0.05635	0.22146	0.10512	0.31311

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### Individual financial information / Statement of comprehensive income

		Current Quarter	YTD	Same Quarter	YTD
				for the prior year	
			01/01/2013 to		01/01/2012 to
Account c	code Account description	07/01/2013 to 09/30/2013	09/30/2013	07/01/2012 to 09/30/2012	09/30/2012
4.01	Net income for the period	17,282	71,831	34,729	103,448
4.03	Comprehensive income for the period	17,282	71,831	34,729	103,448

### Individual financial information / Cash flow statement – Indirect method

Account code	Account description	YTD - 01/01/2013 to 09/30/2013	Prior year accumulated 01/01/2012 to 09/30/2012
6.01	Net cash from operating activities	164,961	83,932
6.01.01	Cash from operations	245,231	167,441
6.01.01.01	Net income before income and social contribution taxes	100,841	130,375
6.01.01.02	Depreciation and amortization	116,290	38,445
6.01.01.03	Income from sale or disposal of fixed and intangible assets	4,661	635
6.01.01.04	Provision for legal proceedings	2,329	103
6.01.01.05	Provision for inventory losses	9,413	460
6.01.01.06	(Reversal of) allowance for doubtful accounts	-1,246	820
6.01.01.07	Interest expenses	12,943	6,615
6.01.01.08	Equity results	-	-10,012
6.01.02	Changes in assets and liabilities	-68,641	-65,265
6.01.02.01	Accounts receivable	-7,189	-55,451
6.01.02.02	Inventories	15,448	-29,441
6.01.02.03	Other current assets	35,780	23,402
6.01.02.04	Long-term receivables	8,092	-32,017
6.01.02.05	Trade accounts payable	-129,688	19,084
6.01.02.06	Salaries and social charges	46,362	11,365
6.01.02.07	Taxes, fees and contributions	-5,408	-3,761
6.01.02.08	Other payables	-35,450	-228
6.01.02.09	Rental payable	3,412	1,782
6.01.03	Other	-11,629	-18,244
6.01.03.01	Income and social contribution taxes paid	-11,629	-18,244
6.02	Net cash used in investing activities	-175,265	-87,012
6.02.01	Acquisition of fixed and intangible assets	-176,648	-87,035
6.02.02	Receivables for sale of fixed assets	1,383	23
6.03	Net cash from financing activities	-34,292	-16,821
6.03.01	Financing raised	26,121	15,377
6.03.02	Repayment of financing	-40,800	-14,885
6.03.03	Interest paid	-6,625	-4,595
6.03.04	Interest on equity and dividends paid	-12,988	-12,718
6.05	Increase (decrease) in cash and cash equivalents	-44,596	-19,901
6.05.01	Opening balance of cash and cash equivalents	166,963	144,863
6.05.02	Closing balance of cash and cash equivalents	122,367	124,962

## Individual financial information / Statement of changes in equity – 01/01/2013 to 09/30/2013

			Capital reserve, options granted and treasury		Retained earnings (accumulated	Other comprehensive	
Account code	Account description	Paid-up capital	shares	Income reserve	losses)	income	Equity
5.01	Opening balances	908,639	1,039,935	316,085	-	-	2,264,659
5.03	Adjusted opening balances	908,639	1,039,935	316,085	-	-	2,264,659
5.04	Capital transactions with shareholders	-	-	-8,237	-24,722	-	-32,959
5.04.07	Interest on equity capital	-	-	-	-24,900	-	-24,900
	Interest on equity (IOE) for 2012 approved by the Shareholder's	-	-	-8,237	-	-	-8,237
5.04.08	Annual Meeting (AGO) hold on April 29, 2013						
5.04.09	Interest on equity - Lapsed	-	-	-	178	-	178
5.05	Total conprehensive income	-	-	-	73,167	-	73,167
5.05.01	Net income for the period	-	-	-	73,167	-	73,167
5.06	Internal changes in equity	-	-	-139	139	-	-
5.06.02	Realization of revaluation reserve	-	-	-211	211	-	-
5.06.03	Taxes on realization of revaluation reserve	-	-	72	-72	-	-
5.07	Closing balances	908,639	1,039,935	307,709	48,584	-	2,304,867

## Individual financial information / Statement of changes in equity – 01/01/2012 to 09/30/2012

			Capital reserve, options granted and		Retained earnings (accumulated	Other comprehensive	
Account code	Account description	Paid-up capital	treasury shares	Income reserve	losses)	income	Equity
5.01	Opening balances	908,639	1,039,935	252,600	-	-	2,201,174
5.03	Adjusted opening balances	908,639	1,039,935	252,600	-	-	2,201,174
5.04	Capital transactions with shareholders	-	-	-9,738	-39,869	-	-49,607
5.04.07	Interest on equity capital	-	-	-	-40,000	-	-40,000
	Interest on equity (IOE) for 2011 approved by the Shareholder's	-	-	-9,738	-	-	-9,738
5.04.08	Annual Meeting (AGO) hold on April 27, 2012						
5.04.09	Interest on equity – Lapsed	-	-	-	131	-	131
5.05	Total conprehensive income	-	-	-	103,448	-	103,448
5.05.01	Net income for the period	-	-	-	103,448	-	103,448
5.06	Internal changes in equity	-	-	-152	152	-	-
5.06.02	Realization of revaluation reserve	-	-	-230	230	-	-
5.06.03	Taxes on realization of revaluation reserve	-	-	78	-78	-	-
5.07	Closing balances	908,639	1,039,935	242,710	63,731	-	2,255,015

## Individual financial information / Statement of value added

Account code	Account description	YTD – 01/01/2013 to 09/30/2013	Prior year accumulated 01/01/2012 to 09/30/2012
7.01	Revenues	4,703,893	2,076,187
7.01.01	Sale of goods, products and services	4,701,406	2,077,008
7.01.02	Other revenue	1,241	-1
7.01.04	Set up/reversal of allowance for doubtful accounts	1,246	-820
7.02	Inputs acquired from third parties	-3,268,622	-1,389,941
7.02.01	Cost of goods, products and services sold	-3,048,263	-1,307,635
7.02.02	Materials, electricity, third party services and other	-218,642	-82,051
7.02.03	Loss/recovery of amounts receivable	-1,717	-255
7.03	Gross value added	1,435,271	686,246
7.04	Withholdings	-116,290	-38,445
7.04.01	Depreciation, amortization and depletion	-116,290	-38,445
7.05	Net value added produced	1,318,981	647,801
7.06	Value added received in transfer	6,033	16,497
7.06.01	Equity pickup	-	10,012
7.06.02	Financial income	6,033	6,485
7.07	Total value added to be distributed	1,325,014	664,298
7.08	Distribution of value added	1,325,014	664,298
7.08.01	Personnel	498,831	191,585
7.08.01.01	Direct compensation	404,210	153,875
7.08.01.02	Benefits	63,268	24,569
7.08.01.03	Unemployment Compensation Fund (FGTS)	31,353	13,141
7.08.02	Taxes, charges and mandatory contributions	518,469	272,988
7.08.02.01	Federal	180,546	90,276
7.08.02.02	State	331,072	179,616
7.08.02.03	Local	6,851	3,096
7.08.03	Debt remuneration	234,548	96,277
7.08.03.01	Interest	75,340	34,372
7.08.03.02	Rental	159,208	61,905
7.08.04	Equity remuneration	73,166	103,448
7.08.04.01	Interest on equity capital	24,900	40,000
7.08.04.03	Retained profit/loss for the period	48,266	63,448

### **Consolidated financial information / Balance sheet - Assets**

Account code	Account description	Current quarter 09/30/2013	Prior year 12/31/2012
1	Total assets	3,298,645	3,340,186
1.01	Current assets	1,601,939	1,693,864
1.01.01	Cash and cash equivalents	122,367	166,963
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1.01.03.01.09	(-) Allowance for doubtful accounts	-936	-738
1.01.03.02	Other accounts receivable	96,374	116,772
1.01.03.02.01	Advances to employees	4,924	2,796
1.01.03.02.02	Return to suppliers	21,210	16,194
1.01.03.02.03	Commercial agreements	65,535	92,281
1.01.03.02.08	Other	4,705	5,501
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1.01.04.01	Goods for resale	960,039	974,455
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1.01.04.03	(-) Allowance for losses on products	-20,326	-10,913
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1.02.01.09.06	Court-ordered debt payments ("precatórios")	561	561
1.02.03	Property and equipment	518,411	454,322
1.02.04	Intangible assets	1,156,102	1,170,198
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2.01.01.01	Social security obligations	29,047	21,019
2.01.01.02	Labor liabilities	110,212	71,880
2.01.02	Suppliers	445,899	575,587
2.01.02.01	Local suppliers	445,899	575,587
2.01.03	Taxes payable	39,721	40,489
2.01.03.01	Federal tax obligations	10,598	16,457
2.01.03.01.01	Income and social contribution tax payable	· _	5,881
2.01.03.01.02	Other federal tax obligations	10,598	10,576
2.01.03.02	State tax obligations	27,679	22,944
2.01.03.03	Municipal tax obligations	1,444	1,088
2.01.04	Loans and financing	79,878	60,712
2.01.04.01	Loans and financing	79,878	60,712
2.01.04.01.01	In local currency (BRL)	79,878	60,712
2.01.05	Other liabilities	75,383	79,468
2.01.05.02	Other	75,383	79,468
2.01.05.02.01	Dividends and interest on equity payable	22,049	5,451
2.01.05.02.04	Rental	19,160	15,749
2.01.05.02.05	Key money	4,180	22,392
2.01.05.02.05	Other accounts payable	29,994	35,876
2.01.06	Provisions	10,498	14,121
2.01.06.01	Tax, social security, labor and civil provisions	5,041	4,223
2.01.06.01.01	Tax, social security, labor and civil provisions	93	4,223
2.01.06.01.05	Provision for legal proceedings	4,948	4,129
		-	
2.01.06.02	Other provisions	5,457	9,898
2.01.06.02.04	Provision for internal campaigns	1,292	-
2.01.06.02.06	Provision for sundry obligations	4,165	9,898
2.02	Non-current liabilities	203,140	212,251
2.02.01	Loans and financing	103,933	131,460
2.02.01.01	Loans and financing	103,933	131,460
2.02.01.01.01	In local currency (BRL)	103,933	131,460
2.02.02	Other liabilities	2,868	7,049
2.02.02.02	Other	2,868	7,049
2.02.02.02.03	Tax Recovery Program (REFIS)	2,868	7,049
2.02.03	Deferred taxes	87,876	64,021
2.02.03.01	Deferred income and social contribution taxes	87,876	64,021
2.02.04	Provisions	8,463	9,721
2.02.04.01	Tax, social security, labor and civil provisions	8,463	9,721
2.02.04.01.05	Provision for legal proceedings	8,463	9,721
2.03	Consolidated equity	2,304,867	2,264,659
2.03.01	Realized capital	908,639	908,639
2.03.02	Capital reserves	1,039,935	1,039,935
2.03.03	Revaluation reserves	12,988	13,127
2.03.04	Profit reserves	294,721	302,958
2.03.04.01	Legal reserve	14,375	14,375
2.03.04.02	Statutory reserve	280,346	280,346
2.03.04.08	Proposed additions dividends	-	8,237
2.03.05	Retained earnings (accumulated losses)	48,584	-

### **Consolidated financial information / Income statement**

Account		Current Quarter 07/01/2013 to	YTD 01/01/2013 to	Same Quarter for the prior year	YTD 01/01/2012 to
code	Account description	09/30/2013	09/30/2013	07/01/2012 to 09/30/2012	09/30/2012
3.01	Revenue from sale of products and/or services	1,625,537	4,552,948	1,395,222	3,954,194
3.01.01	Gross revenue from sale of products and/or services	1,682,958	4,725,454	1,451,824	4,113,856
3.01.02	Taxes on sales	-48,814	-148,546	-48,078	-134,456
3.01.03	Rebates	-8,607	-23,960	-8,524	-25,206
3.02	Cost of goods sold and/or services rendered	-1,173,752	-3,297,184	-1,015,118	-2,862,124
3.03	Gross profit	451,785	1,255,764	380,104	1,092,070
3.04	Operating income/expenses	-422,376	-1,145,620	-334,314	-954,921
3.04.01	Selling expenses	-322,162	-867,435	-261,255	-726,625
3.04.02	General and administrative expenses	-85,914	-245,590	-69,573	-215,468
3.04.02.01	Administrative	-44,694	-129,300	-37,705	-124,303
3.04.02.02	Depreciation and amortization	-41,220	-116,290	-31,868	-91,165
3.04.05	Other operating expenses	-14,300	-32,595	-3,486	-12,828
3.04.05.01	Extraordinary expenses	-14,300	-32,595	-3,486	-12,828
3.05	Income before financial income (expenses) and taxes	29,409	110,144	45,790	137,149
3.06	Financial income (expenses)	-2,640	-9,303	-1,564	-1,146
3.06.01	Financial income	2,183	6,033	3,086	12,931
3.06.02	Financial expenses	-4,823	-15,336	-4,650	-14,077
3.07	Income before income taxes	26,769	100,841	44,226	136,003
3.08	Income and social contribution taxes	-8,151	-27,674	-9,497	-32,555
3.08.01	Current	-601	-3,795	-11,157	-32,705
3.08.02	Deferred	-7,550	-23,879	1,660	150
3.09	Net income from continuing operations	18,618	73,167	34,729	103,448
3.11	Consolidated income/loss for the period	18,618	73,167	34,729	103,448
3.11.01	Attributed to the parent company's shareholders	18,618	73,167	34,729	103,448
3.99	Earnings per share (Reais/share)	-	-	-	-
3.99.01	Basic earnings per share	-	-	-	-
3.99.01.01	Common shares	0.05635	0.22146	0.10512	0.31311
3.99.02	Diluted earnings per share	-	-	-	-
3.99.02.01	Common shares	0.05635	0.22146	0.10512	0.31311

### Consolidated financial information / Statement of comprehensive income

		Current Quarter	YTD	Same Quarter	YTD
				for the prior year	
Account		07/01/2013 to	01/01/2013 to		01/01/2012 to
code	Account description	09/30/2013	09/30/2013	07/01/2012 to 09/30/2012	09/30/2012
4.01	Consolidated net income for the period	17,282	71,831	34,729	103,448
4.03	Consolidated comprehensive income for the period	17,282	71,831	34,729	103,448
4.03.01	Attributed to the parent company's shareholders	17,282	71,831	34,729	103,448

## Consolidated financial information / Cash flow statement – Indirect method

Account code	Account description	YTD – 01/01/2013 to 09/30/2013	Prior year accumulated 01/01/2012 to 09/30/2012
6.01	Net cash from operating activities	164,961	61,245
6.01.01	Cash from operations	245,231	247,000
6.01.01.01	Net income before income and social contribution taxes	100,841	136,004
6.01.01.02	Depreciation and amortization	116,290	91,165
6.01.01.03	Income from sale or disposal of fixed and intangible assets	4,661	1,691
6.01.01.04	Provision for legal proceedings	2,329	1,162
6.01.01.05	Provision for inventory losses	9,413	3,227
6.01.01.06	Reversal (set up) of allowance doubtful accounts	-1,246	1,901
6.01.01.07	Interest expenses	12,943	11,850
6.01.02	Asset and liability variations	-68,641	-167,511
6.01.02.01	Accounts receivable	-7,189	-71,447
6.01.02.02	Inventories	15,448	-17,658
6.01.02.03	Other current assets	35,780	32,009
6.01.02.04	Long-term receivables	8,092	-35,240
6.01.02.05	Suppliers	-129,688	-69,731
6.01.02.06	Salaries and social charges	46,362	28,128
6.01.02.07	Taxes, charges and contributions	-5,408	-9,205
6.01.02.08	Other liabilities	-35,450	-26,218
6.01.02.09	Rental payable	3,412	1,851
6.01.03	Other	-11,629	-18,244
6.01.03.01	Income and social contribution taxes paid	-11,629	-18,244
6.02	Net cash used in investing activities	-175,265	-144,908
6.02.01	Acquisition of fixed and intangible assets	-176,648	-146,276
6.02.02	Receivables for sale of fixed assets	1,383	1,368
6.03	Net cash from financing activities	-34,292	-37,904
6.03.01	Financing raised	26,121	46,562
6.03.02	Repayment of financing	-40,800	-61,951
6.03.03	Interest paid	-6,625	-9,797
6.03.04	Interest on equity and dividends paid	-12,988	-12,718
6.05	Increase (decrease) in cash and cash equivalents	-44,596	-121,567
6.05.01	Opening balance of cash and cash equivalents	166,963	339,971
6.05.02	Closing balance of cash and cash equivalents	122,367	218,404

### Consolidated financial information / Statement of changes in equity – 01/01/2013 to 09/30/2013

			Capital						
			reserve, options		Retained				
			granted and		earnings	Other		Non-	
		Paid-up	treasury	Income	(accumulated	comprehensive		controlling	Consolidated
Account code	Account description	capital	shares	reserve	losses)	income	Equity	interest	equity
5.01	Opening balances	908,639	1,039,935	316,085	-	-	2,264,659	-	2,264,659
5.03	Adjusted opening balances	908,639	1,039,935	316,085	-	-	2,264,659	-	2,264,659
5.04	Capital transactions with shareholders	-	-	-8,237	-24,722	-	-32,959	-	-32,959
5.04.07	Interest on equity capital	-	-	-	-24,900	-	-24,900	-	-24,900
	Interest on equity (IOE) for 2012 approved by the Shareholder's	-	-	-8,237	-	-	-8,237	-	-8,237
5.04.08	Annual Meeting (AGO) hold on April 29, 2013								
5.04.09	Interest on equity - Lapsed	-	-	-	178	-	178	-	178
5.05	Total conprehensive income	-	-	-	73,167	-	73,167	-	73,167
5.05.01	Net income for the period	-	-	-	73,167	-	73,167	-	73,167
5.06	Internal changes in equity	-	-	-139	139	-	-	-	-
5.06.02	Realization of revaluation reserve	-	-	-211	211	-	-	-	-
5.06.03	Taxes on realization of revaluation reserve	-	-	72	-72	-	-	-	-
5.07	Closing balances	908,639	1,039,935	307,709	48,584	-	2,304,867	-	2,304,867

## Consolidated financial information / Statement of changes in equity – 01/01/2012 to 09/30/2012

			Capital reserve, options granted		Retained earnings	Other		Non-	
		Paid-up	and treasury		(accumulated			controlling	Consolidated
Account code	Account description	capital	shares	reserve	losses)	income	Equity	interest	equity
5.01	Opening balances	908,639	1,039,935	252,600	-	-	2,201,174	-	2,201,174
5.03	Adjusted opening balances	908,639	1,039,935	252,600	-	-	2,201,174	-	2,201,174
5.04	Capital transactions with shareholders	-	-	-9,738	-39,869	-	-49,607	-	-49,607
5.04.07	Interest on equity capital	-	-	-	-40,000	-	-40,000	-	-40,000
	Interest on equity (IOE) for 2011 approved by the	-	-	-9,738	-	-	-9,738	-	-9,738
5.04.08	Shareholder's Annual Meeting (AGO) hold on April 27, 2012								
5.04.09	Interest on equity – Lapsed	-	-	-	131	-	131	-	131
5.05	Total conprehensive income	-	-	-	103,448	-	103,448	-	103,448
5.05.01	Net income for the period	-	-	-	103,448	-	103,448	-	103,448
5.06	Internal changes in equity	-	-	-152	152	-	-	-	-
5.06.02	Realization of revaluation reserve	-	-	-230	230	-	-	-	-
5.06.03	Taxes on realization of revaluation reserve	-	-	78	-78	-	-	-	-
5.07	Closing balances	908,639	1,039,935	242,710	63,731	-	2,255,015	-	2,255,015

### Consolidated financial information / Statement of value added

Account code	Account description	YTD – 01/01/2013 to 09/30/2013	Prior year accumulated 01/01/2012 to 09/30/2012
7.01	Revenues	4,703,893	4,087,092
7.01.01	Sales of goods, products and services	4,701,406	4,088,550
7.01.02	Other income	1,241	443
7.01.04	Set up/reversal of allowance for doubtful accounts	1,246	-1,901
7.02	Input products acquired from third parties	-3,268,622	-2,788,261
7.02.01	Cost of products, goods and services sold	-3,048,263	-2,612,060
7.02.02	Materials, energy, third-party services and others	-218,642	-175,171
7.02.03	Loss/recovery of asset values	-1,717	-1,030
7.03	Gross value added	1,435,271	1,298,831
7.04	Retentions	-116,290	-91,165
7.04.01	Depreciation, amortization and exhaustion	-116,290	-91,165
7.05	Net value added produced by the entity	1,318,981	1,207,666
7.06	Value added received in transfer	6,033	12,931
7.06.02	Financial income	6,033	12,931
7.07	Total value added to be distributed	1,325,014	1,220,597
7.08	Distribution of value added	1,325,014	1,220,597
7.08.01	Personnel	498,831	414,976
7.08.01.01	Direct remuneration	404,210	327,724
7.08.01.02	Benefits	63,268	61,501
7.08.01.03	FGTS	31,353	25,751
7.08.02	Taxes, charges and contributions	518,469	509,168
7.08.02.01	Federal	180,546	176,455
7.08.02.02	State	331,072	327,278
7.08.02.03	Municipal	6,851	5,435
7.08.03	Remuneration of third-party capital	234,548	193,005
7.08.03.01	Interest	75,340	63,350
7.08.03.02	Rental	159,208	129,655
7.08.04	Equity remuneration	73,166	103,448
7.08.04.01	Interest on equity	24,900	40,000
7.08.04.03	Retained earnings (accumulated losses) for the period	48,266	63,448

### **EARNINGS RELEASE 3Q13**

São Paulo, November 7<sup>th</sup>, 2013. RaiaDrogasil S.A. (BM&FBovespa: RADL3) announces today its results for the 3<sup>rd</sup> quarter of 2013 (3Q13). The consolidated quarterly information of RaiaDrogasil S.A. for the period ended September 30<sup>th</sup>, 2013 were prepared in accordance with IFRS and were reviewed by our independent auditors in accordance with Brazilian and international standards of auditing. Such financial statements were prepared in Reais and all growth rates are related to the same period of 2012.

As a result of the creation of RaiaDrogasil, we incurred both in 2013 and in 2012 on certain non-recurring expenses related to the integration and to the alignment of certain accounting practices between the entities. To facilitate a better understanding and analysis of our operating performance, we are supplementally presenting adjusted results for 2013 and 2012 excluding the effects of non-recurring expenses.

In April and May we recorded a reduction in social charges on labor, a line which was classified in the 2Q13 as part of Taxes, Discounts and Returns since it was calculated as a percentage of revenues. In order to maintain historical comparability, we reclassified such charges to Sales Expenses.

#### **HIGHLIGHTS:**

- Drugstores: 931 stores in operation (29 openings and 6 closures)
- Gross Revenues: R\$ 1.7 billion, 15.9% of growth (9.9% for same-store sales)
- Gross Margin: 26.8% of gross revenues, a 0.6 percentage point margin increase
- Adjusted EBITDA: R\$ 90.8 million, an increase of 11.9%, 5.4% of EBITDA margin
- Adjusted Net Income: R\$ 42.6 million, 2.5% of net margin
- Cash Flow: R\$ 57.7 million free cash flow, R\$ 57.9 million total

Summary	3Q12	4Q12	1Q13	2Q13	3Q13
(R\$ thousand)					
# of Stores (end of period)	828	864	895	906	931
Store Openings	24	42	36	25	29
Store Closures	3	6	4	10	6
Suspended Stores	0	0	1	5	3
# of Stores (average)	819	843	879	897	920
Head Count	19,927	20,113	20,274	21,195	21,268
Pharmacist Count	2,875	3,004	3,073	3,207	3,260
# of Tickets	32,360	32,205	30,958	33,596	34,567
Gross Revenues	1,451,823	1,479,979	1,438,405	1,604,091	1,682,958
Gross Profit (Adjusted)	380,105	400,578	382,340	433,760	451,785
% of Gross Revenues	26.2%	27.1%	26.6%	27.0%	26.8%
EBITDA (Adjusted)	81,144	83,094	66,165	103,472	90,791
% of Gross Revenues	5.6%	5.6%	4.6%	6.5%	5.4%
Net Income (Adjusted)	37,030	34,784	26,486	58,634	42,623
% of Gross Revenues	2.6%	2.4%	1.8%	3.7%	2.5%
Free Cash Flow	104,708	(72,350)	(48,490)	(34,819)	57,736

#### STORE DEVELOPMENT

We opened 29 new stores and closed six stores, ending the quarter with a total of 931 stores in operation, including the reopening of a net total of two stores that had temporarily suspended operations for rebranding.



\* Does not include suspended stores, which have been temporarily closed to be rebranded.

In the 9M13 we closed a total of 20 stores as part of a portfolio optimization program that is expected to be concluded by year-end with an estimated total of 25 closures. At the end of the period, 34.8% of our stores were still in the process of maturation, and had not yet reached their full potential in terms of revenues and profitability.

Additionally, we have issued a gross store opening guidance of 130 stores in 2014, and have already signed contracts for a total of 42 new stores in the year.

We recorded a national market share of 8.8% in September, a 0.3 percentage point decrease when compared to the same period in 2012. We lost 1.4 percentage point in the Federal District (Brasília), where we have not opened stores over the last two years, and 1.2 percentage point in São Paulo. On the other hand, we have increased significantly our presence in Bahia, Mato Grosso and Mato Grosso do Sul, where we started operating about one year ago, and have reached market shares of 2.3%, 3.1% and 4.0%, respectively. Finally, we highlight our market share gains in Santa Catarina (1.3%) and Rio de Janeiro (0.5%).

It is important to highlight that IMS Health has significantly expanded its base of informants in 2013, which has distorted historical market shares. According to a complementary analysis provided by IMS, our market share considering the comparable basis of September 2012 would be of 9.3%, a 0.2 percentage point market share increase instead of the reported share loss of 0.3 percentage point. Additionally, according to ABRAFARMA, we recorded in the same period a national market share increase of 0.2 percentage point (considering only the large and medium chains affiliated to the entity). The following chart illustrates our geographic presence and market shares in the states where we operate according to the IMS expanded database.



#### **GROSS REVENUES**

We recorded gross revenues of R\$ 1,683.0 million, a 15.9% increase over the 3Q12. Excluding the stores that were closed or temporarily suspended, our revenues would have grown 18.1%, an impact of 2.2 percentage points.



Our same-store sales increased by 9.9% in the quarter, while mature stores sales grew by 4.9%. We experienced a positive calendar effect of 0.6% over the previous year due to the fact that the Brazilian Independence Day holiday fell on a Saturday.



OTC was the main highlight of the quarter by growing 19.8%, a 0.5 percentage point increase in the sales mix. Generics reduced its participation by 0.3 percentage point, mainly due to logistics problems with one of our main suppliers, which penalized the category in the quarter. Additionally, the absence of new relevant launches has limited our ability of increasing generics participation in the sales mix.

#### **GROSS PROFIT**

We ended the 3Q13 with a gross margin of 26.8%, a 0.6 percentage point increase when compared to 2012. The improvement in gross margin stemmed mainly from the weak comp base of the 3Q12.

We experienced in the 3Q12 a change in taxation aimed at allowing us to recover outstanding ICMS tax credits that had been accumulated in the state of São Paulo. The new tax regime caused an increase in our tax burden that penalized our gross margin by 0.4 percentage point.

As the tax credits outstanding have been already fully converted to cash, we decided to change back to the previous tax regime, which is expected to be completely implemented in December. This change will allow our gross margins to be fully recovered as our inventories rotate. Therefore, we believe our gross margins will be normalized by the second quarter of 2014.



#### SALES EXPENSES

Sales expenses totaled R\$ 317.1 million, amounting to 18.8% of gross revenues. We experienced an increase of 0.8 percentage point due to structural factors, such as inflation pressures on payroll (0.2 percentage point) and rentals (0.1 percentage point), as well as to transitory factors, such as logistics pressures (0.1 percentage point) and the increase in our social charges allowance relative to the 1Q13 (0.2%), which had to be booked in the quarter since the reduction in social charges failed to pass in the Brazilian Congress. Additionally, we increased marketing expenses (0.2 percentage point) in order to accelerate store maturation in recent markets.

We applied in July a salary readjustment for our employees in São Paulo (stores, DCs and administrative) of 8.5%, which exceeded inflation by 2.2 percentage points. Additionally, the steep appraisal of the Brazilian property market has pressured our rental expenses, especially regarding expiring contracts subject to renegotiation. We believe these expenses shall remain under pressure in the medium term.

Our logistics expenses have also increased due to the opening of a new DC in the state of São Paulo, which happened in the 4Q12. We expect to dilute these expenses in 2014, as we do not plan to open other distribution centers in the short term.

The government issued in December a provisional measure (MP 601) reducing social charges for several retail sectors including ours to 1% of gross revenues (instead of 20% of payroll expenses), which was implemented in April. As a result, in the end of the first quarter, we undertook a reversion in our social charges allowance in order to incorporate the lower expected expenses from that date onwards. The bulk of that reversion (R\$ 5.9 million in both sales and corporate expenses) was booked as a non-recurring gain, as it is related to 2012, but the current portion of the reversion was recognized in the 1Q13.

However, the provisional measure failed to be voted by the Brazilian Congress on time and expired in June. Our trade associations have worked both with the Government and with the Congress ever since aiming at reinstating the reduction in social charges for our sector, but since all efforts so far have proved fruitless, we reconstituted our social charges allowance in the quarter by booking a non-recurring expense of R\$ 5.9 million related to 2012 (same amount previously booked as a non-recurring gain), as well as an ordinary expense of R\$ 3.3 million in the quarter (0.2% of gross revenues), that ended up penalizing the quarter as it fully refers to the 1Q13.

Finally, in order to strengthen our brand and accelerate maturation in recent markets, we increased our advertising expenses by 0.2 percentage point, especially in the Southern and in the Midwestern states.



\* Excludes R\$ 5.1 million of non-recurring expenses recorded in the 3Q13.

In comparison to the previous quarter, sales expenses went up by 0.7 percentage point. The main drivers were personnel expenses, with an increase of 0.6 percentage point due to the annual salary readjustment and to the realignment in our social charges allowance relative to the 1Q13 (0.2 percentage point), as well as to the increase in marketing expenses (0.2 percentage point). These expenses were partially offset by a reduction of 0.3 percentage point in other expenses.

#### **GENERAL AND ADMINISTRATIVE EXPENSES**

General and administrative expenses amounted to R\$ 43.9 million in the quarter, equivalent to 2.6% of our gross revenues, in line with the previous year.

Our variable compensation provision increased by 0.1 percentage point due to a strong reversion pursued in the 3Q12. This pressure was offset by other dilutions in general and administrative expenses.



General & Administrative Expenses\*

\* Excludes R\$ 15.1 million of non-recurring expenses recorded in the 3Q13 and R\$ 4.1 million in the 3Q12.

General & Administrative Expenses\*

#### **EBITDA**

We reached R\$ 90.8 million of EBITDA, an increase of 11.9% and a margin reduction of 0.2 percentage point.



Our poor sales performance in the year, with mature stores growing below inflation, has prevented expense dilution in a scenario in which payroll and rental expenses have grown beyond inflation. Therefore, we had a sales expenses increase of 0.8 percentage point, which was partially offset by a 0.6 percentage point improvement in gross margin, resulting in a EBITDA margin contraction of 0.2 percentage point in the quarter.

Stores in the opening process, as well as those closed or suspended, reduced our EBITDA by R\$ 9.2 million in the quarter. Therefore, the 841 stores that have operated since the end of 2012 (864 stores at year-end, less 23 stores closed or suspended) produced an adjusted EBITDA of R\$ 100.2 million, equivalent to an EBITDA margin of 6.2% of the revenues achieved by those stores in the quarter.

#### DEPRECIATION, NET FINANCIAL EXPENSES AND INCOME TAXES

Our lower net cash position resulted in an increase in net financial expenses of 0.1 percentage point. Due to the acceleration of our store opening pace since the end of 2012, depreciation expenses have totaled R\$ 41.2 million, equivalent to 2.4% of gross revenues, an incremental pressure of 0.2 percentage point.

The tax shield from goodwill amortization amounted R\$ 10.7 million, reducing taxes accrued from 0.7% in the 3Q12 to 0.3% in the quarter, a reduction of 0.4 percentage point. It is important to mention that the goodwill amortization has been reflected in our adjusted net income since the 4Q12.



#### **ADJUSTED NET INCOME**

We recorded an adjusted net income of R\$ 42.6 million in the quarter and ended the 3Q13 with a net margin of 2.5%, a 0.1 percentage point reduction.



The lower EBITDA margin (0.2 percentage point) and the increases both in depreciation (0.2 percentage point) and in net financial expenses (0.1 percentage point) were offset by lower tax payments stemming from the tax shield from the goodwill amortization (0.4 percentage point).

#### **NON-RECURRING EXPENSES**

In the 3Q13 we incurred R\$ 20.2 million in non-recurring expenses, according to the table below:

	Gross			D&A and	
Adjustments	Profit	SG&A	EBITDA	Income Tax	Net Profit
(R\$ million)					
Integration Expenses		(12.3)	(12.3)	4.2	(8.1)
Legal and Accounting		(0.5)	(0.5)	0.2	(0.3)
Consulting		(0.7)	(0.7)	0.2	(0.5)
Store Closures		(4.4)	(4.4)	1.5	(2.9)
Farmácia Popular Program		(2.2)	(2.2)	0.8	(1.5)
Severance		(4.5)	(4.5)	1.5	(3.0)
Expenses from Previous Years		(7.8)	(7.8)	2.7	(5.2)
Tax Charges		(2.0)	(2.0)	0.7	(1.3)
Reversion in Payroll Taxes		(5.9)	(5.9)	2.0	(3.9)
Total	0.0	(20.2)	(20.2)	6.9	(13.3)

We booked in the quarter a total of R\$ 4.5 million in severance payments related to the CEO transition in the company and of R\$ 4.4 million in asset write-offs (non-cash) and in closing expenses related to the termination of ten stores, including the six stores closed in the quarter and other four stores closed in the 2Q13. We also booked R\$ 0.7 million in consulting expenses and R\$ 0.5 million in legal and accounting expenses related to the incorporation of Raia.

Additionally, we booked R\$ 2.2 million in expenses to subsidize the Farmácia Popular program in stores that have not recovered their licenses yet. Farmácia Popular is a government program in which selected drugs are sold with little or no co-pays, as the government subsidizes its cost. Due to the fact that the Droga Raia stores lost their licenses after the incorporation and that it takes months to reclaim those, we decided to assume this cost during the transition in order to minimize disruptions to our clients which damage could far exceed the subsidized amount. This expense has progressively declined as the stores are getting relicensed.

Finally, we recomposed our social charges allowance in the quarter, which generated a non-recurring expense of R\$ 5.9 million, a reversion of the non-recurring gain of the same amount that had been booked in the 1Q13, and recorded R\$ 2.0 million in tax charges related to previous years.

#### **CASH CYCLE**

Cash cycle increased by 5.3 days over the previous year, but significantly declined when compared to the previous quarters.

We recorded 73.5 days of inventories, 0.9 days below the 3Q12 and a significant reduction over the previous quarters. However, as our volume of purchases was reduced, especially to reduce excess inventories of generics, we limited the generation of new invoices and experienced a reduction in accounts payable of 7.2 days, which is expected to progressively revert over the next quarters as the purchasing volumes get normalized. Finally, our days of receivables was reduced by 1.2 days due to a favorable calendar effect.



#### **CASH FLOW**

We recorded in the nine months ended in September a negative free cash flow of R\$ 25.6 million, a significant improvement over the cash consumption of R\$ 108.4 million recorded in the same period of 2012. Our Operating Cash Flow (R\$ 149.7 million) has nearly financed all the investments (R\$ 175.3 million) undertook in the period.

In the quarter we generated a free cash flow of R\$ 57.7 million. Resources from operations amounted to R\$ 67.1 million, which corresponded to 4.0% of our gross revenues, while working capital employed totaled R\$ 54.0 million, including a recovery of R\$ 10.1 million in ICMS tax credits, resulting in an operating cash flow of R\$ 121.1 million in the quarter.

Fixed asset investments amounted to R\$ 63.4 million in the quarter versus R\$ 56.6 million of the 3Q12, including R\$ 39.6 million in store development, R\$ 8.7 million in existing stores renovation, and R\$ 15.1 million in infrastructure.

Cash Flow	3Q13	3Q12	9M13	9M12
(R\$ million)				
Adjusted EBIT	49.6	49.3	144.1	151.6
Non-Recurring Expenses	(20.2)	(3.5)	(34.0)	(14.4)
Income Tax (34%)	(10.0)	(15.6)	(37.4)	(46.6)
Taxshield from Goodwill Amorization	10.9	-	19.1	-
Depreciation	41.2	31.9	116.3	91.2
Others	(4.4)	1.8	10.2	22.4
Resources from Operations	67.1	63.9	218.3	204.1
Cash Cycle*	30.4	103.1	(121.4)	(158.8)
ICMS Recovery	10.1	23.5	40.3	43.2
Others	13.5	(29.3)	12.5	(51.8)
Operating Cash Flow	121.1	161.3	149.7	36.5
Investments	(63.4)	(56.6)	(175.3)	(144.9)
Free Cash Flow	57.7	104.7	(25.6)	(108.4)
Interest on Equity	-	(0.1)	(13.0)	(12.7)
Net Financial Expenses	(2.6)	(1.6)	(9.3)	(1.1)
Income Tax (Tax benefit over financial	. ,	. ,	. ,	. ,
expenses and interest on equity)	2.8	5.5	11.6	14.0
Total Cash Flow	57.9	108.5	(36.2)	(108.2)

\* Cash cycle includes variation in accounts receivables, inventories and suppliers

We experienced a total cash consumption of R\$ 36.2 million in the 9M13, versus R\$ 108.2 million of the same period in 2012. We recorded R\$ 9.3 million of net financial expenses and paid R\$ 13.0 million in interest on equity, which were partially offset by a tax shield of R\$ 11.6 million in the period.

Our total cash flow in the quarter amounted to a positive R 57.9 million. We booked R 2.6 million in net financial expenses, which was fully offset by a tax shield of R 2.8 million in the quarter. Finally, the interest on equity accrued in the quarter amounted to R 5.5 million.

#### **INDEBTEDNESS**

We recorded a net debt of R\$ 61.4 million, equivalent to 0.2 times our last twelve months adjusted EBITDA. We have a total gross debt of R\$ 183.8 million, of which 100% is comprised by BNDES (Brazilian Economic and Social Development Bank) lines. Of our total indebtedness, 56.5% is long-term and 43.5% relates to the short-term parcels of our long-term debt. We ended the quarter with a total cash position (cash and marketable securities) of R\$ 122.4 million.

On October 15<sup>th</sup>, BNDES granted us a new financing line of R\$ 706.0 million to fund a five-year investment program (2013-2017). The resources shall be claimed annually to reimburse investments previously made. The first tranche, which shall be received still in 2013, amounts to R\$ 132.0 million, followed by an estimated average of R\$ 140.0 million per year

from 2014 to 2017. The actual amounts may vary, since they depend on the investments made annually over the term of the contract.

The cost of the line varies by investment type, but, on average, it is expected to be similar to the Brazilian Interbank Deposit Certificate Rate (CDI).

#### **INTEGRATION**

We have started the roll-out of our unified retail system (purchasing, inventory management, pricing, etc.), which is already fully implemented at Droga Raia, at the Drogasil stores and distribution centers. This consists in unplugging the stores and DCs from the Drogasil legacy system and in reconnecting them to the new unified system.

Wave	Month	Roll Out	Status
1 <sup>st</sup>	September-13	Pilot store in São Paulo	Concluded
2 <sup>nd</sup>	October-13	8 Rio de Janeiro stores and Headquarter store (SP)	Concluded
3 <sup>rd</sup>	November-13	52 stores and Ribeirão Preto DC	Concluded
4 <sup>th</sup>	December-13	51 stores and Contagem DC	Estimated
5 <sup>th</sup>	January-14	E-commerce and telesales hub	Estimated
6 <sup>th</sup>	February-14	117 stores and Goiânia DC	Estimated
7 <sup>th</sup>	March-14	231 stores and Butantã DC	Estimated

The conclusion of this stage, which is expected to end in March 2014, will allow us to unify all our corporate systems, processes and structure, including the full integration of our distribution network. We will also pave the way for better execution at Drogasil, especially in pricing.

The final step of the integration will be the implementation of the Raia checkout system at the Drogasil stores, which will allow them to operate with our full CRM-driven proprietary retail platform. We believe this upgrade will allow us to boost promotional execution and customer service at Drogasil, which is expected to translate in higher store productivity, and shall be completed in 2014.

#### **CAPITAL MARKETS**

Considering our share price on November 6<sup>th</sup> of R\$ 16.90, we have posted a negative return of 26.7% in the year, 14.3 percentage points below the IBOVESPA, that was down by 12.4% over the same period. In the 3Q13, our average daily trading volume was of R\$ 26.7 million.



Jun-07 Dec-07 Jun-08 Dec-08 Jun-09 Dec-09 Jun-10 Dec-10 Jun-11 Dec-11 Jun-12 Dec-12 Jun-13

Since the IPO of Drogasil, we achieved a cumulative increase of 201.8% when compared to a negative return of 1.9% of the IBOVESPA over the same period, a compound annual return of 17.0% in the period.

Considering the IPO of Raia in December of 2010, the cumulative return in the period amounted to 61.3% when compared to a decrease of 21.5% by the IBOVESPA, a compounded annual return of 18.0%. These figures do not include dividends and interest on own capital paid over the period.

Adjusted Income Statement	3Q12	3Q13	9M12	9M13
(R\$ thousand)				
Gross Revenues	1,451,824	1,682,958	4,113,857	4,725,454
Taxes, Discounts and Returns	(56,601)	(57,421)	(159,662)	(161,785)
Net Revenues	1,395,223	1,625,537	3,954,195	4,563,670
Cost of Goods Sold	(1,015,118)	(1,173,752)	(2,860,515)	(3,295,785)
Gross Profit	380,105	451,785	1,093,680	1,267,885
Operational (Expenses) Revenues				
Sales	(261,867)	(317,061)	(728,250)	(878,616)
General and Administrative	(37,094)	(43,933)	(122,679)	(128,841)
Other Operational Expenses, Net				
Operational Expenses	(298,961)	(360,994)	(850,929)	(1,007,457)
EBITDA	81,144	90,791	242,751	260,428
Depreciation and Amortization	(31,868)	(41,220)	(91,165)	(116,290)
<b>Operational Earnings before Financial Results</b>	49,276	49,571	151,586	144,138
Financial Expenses	(4,650)	(4,823)	(14,076)	(15,335)
Financial Revenues	3,086	2,183	12,931	6,033
Financial Expenses/Revenues	(1,564)	(2,640)	(1,145)	(9,302)
Earnings before Income Tax and Social Charges	47,712	46,931	150,441	134,836
Income Tax and Social Charges	(10,682)	(4,308)	(37,464)	(7,093)
Net Income	37,030	42,623	112,977	127,743

Income Statement (R\$ thousand)	<u>3Q12</u>	<u>3Q13</u>	9M12	9M13
Gross Revenues	1,451,823	1,682,958	4,113,856	4,725,454
Taxes, Discounts and Returns	(56,602)	(57,421)	(159,663)	(172,506)
Net Revenues	1,395,221	1,625,537	3,954,193	4,552,948
Cost of Goods Sold	(1,015,118)	(1,173,752)	(2,862,124)	(3,297,184)
Gross Profit	380,103	451,785	1,092,070	1,255,764
Operational (Expenses) Revenues				
Sales	(261,255)	(322,162)	(726,625)	(867,435)
General and Administrative	(37,704)	(44,694)	(124,302)	(129,300)
Other Operational Expenses, Net	(3,486)	(14,300)	(12,828)	(32,595)
Operational Expenses	(302,446)	(381,156)	(863,756)	(1,029,330)
EBITDA	77,657	70,629	228,314	226,434
Depreciation and Amortization	(31,868)	(41,220)	(91,165)	(116,290)
Operational Earnings before Financial Results	45,789	29,409	137,148	110,144
Financial Expenses	(4,650)	(4,823)	(14,077)	(15,336)
Financial Revenues	3,086	2,183	12,931	6,033
Financial Expenses/Revenues	(1,564)	(2,640)	(1,146)	(9,303)
Earnings before Income Tax and Social Charges	44,225	26,769	136,002	100,841
Income Tax and Social Charges	(9,497)	(8,151)	(32,556)	(27,674)
Net Income	34,728	18,618	103,447	73,167

Assets	3Q12	3Q13
(R\$ thousand)		
Current Assets		
Cash and Cash Equivalents	218,404	122,367
Accounts Receivable	332,875	364,639
Inventories	829,405	948,534
Taxes Receivable	62,110	58,136
Other Accounts Receivable	103,853	96,374
Following Fiscal Year Expenses	11,472	11,889
	1,558,119	1,601,939
Non-Current Assets		
Deposit in Court	10,349	10,276
Taxes Receivable	66,609	11,202
Other Credits	1,168	715
Property, Plant and Equipment	422,083	518,411
Intangible	1,127,769	1,156,102
	1,627,978	1,696,706
ASSETS	3,186,097	3,298,645
Liabilities and Shareholder's Equity	3Q12	3Q13
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(R\$ thousand)		
Current		
Current	466 626	445 000
Suppliers	466,636	445,899
Loans and Financing	61,011	79,878
Salaries and Social Charges Payable	120,587	139,259
Taxes Payable	40,998	39,721
Dividend and Interest on Equity	35,051	22,049
Provision for Lawsuits	3,131	4,948
Other Accounts Payable	52,608	58,884
	780,022	790,638
Non-Current Assets		
Loans and Financing	87,962	103,933
Provision for Lawsuits	4,123	8,463
Income Tax and Social Charges deferred	51,488	87,876
Other Accounts Payable	7,487	2,868
	151,060	203,140
Shareholder's Equity		
Common Stock	908,639	908,639
Capital Reserves	1,039,935	1,039,935
Revaluation Reserve	13,174	12,988
Income Reserves	229,536	294,721
Accrued Income	63,731	48,584
Accided income		
	2,255,015	2,304,867
LIABILITIES AND SHAREHOLDERS' EQUITY	3,186,097	3,298,645

	3Q12	3Q13	9M12	9M13
Cash Flow				
Earnings before Income Tax and Social Charges	44,226	26,769	136,004	100,841
Adjustments				
Depreciations and Amortization	31,868	41,220	91,165	116,290
P,P&E and Intangible Assets residual value	696	2,723	1,691	4,661
Provisioned Lawsuits	590	114	1,162	2,329
Provisioned Inventories Loss	1,551	(237)	3,227	9,413
Allowance for Doubtful Accounts	928	(469)	1,901	(1,246)
Interest Expenses	3,817	4,154	11,850	12,943
	83,676	74,274	247,000	245,231
Assets and Liabilities variation				
Accounts Receivable	(23,523)	13,769	(71,447)	(7,189)
Inventories	69,804	60,148	(17,658)	15,448
Other Short Term Assets	32,757	13,559	32,009	35,780
Long Term Assets	(42,830)	2,282	(35,240)	8,092
Suppliers	56,805	(43,491)	(69,731)	(129,688)
Salaries and Social Charges	15,115	28,065	28,128	46,362
Taxes Payable	(8,148)	(7,448)	(9,205)	(5 <i>,</i> 408)
Other Liabilities	(2,666)	(13,321)	(26,218)	(35,450)
Rent Payable	63	477	1,851	3,412
Cash from Operations	181,053	128,314	79,489	176,590
Income Tax and Social Charges Paid	(12,065)	(2,918)	(18,244)	(11,629)
Net Cash from (invested) Operational Activities	168,988	125,396	61,245	164,961
Investment Activities Cash Flow				
P,P&E and Intangible Acquisitions	(56 <i>,</i> 780)	(64,564)	(146,276)	(176,648)
P,P&E Sale Payments	215	1,186	1,368	1,383
Net Cash from Investment Activities	(56,565)	(63,378)	(144,908)	(175,265)
Financing Activities Cash Flow				
Funding	20,000		46,562	26,121
Payments	(36,301)	(13,112)	(61,951)	(40,800)
Interest Paid	(2,568)	(96)	(9,797)	(6,625)
Interest on Equity and Dividends Paid	(77)		(12,718)	(12,988)
Net Cash from Funding Activities	(18,946)	(13,208)	(37,904)	(34,292)
Cash and Cash Equivalents net increase	93,477	48,810	(121,567)	(44,596)
Cash and Cash Equivalents in the beggining of the period	124,927	73,557	339,971	166,963
Cash and Cash Equivalents in the end of the period	218,404	122,367	218,404	122,367

## Notes to quarterly information

## 1. Operations

Raia Drogasil S.A. ("Company") is a publicly-traded corporation, registered at the São Paulo State Stock Exchange – Novo Mercado (segment that meets the highest corporate governance standards of the São Paulo Stock Exchange), with head office in the capital of the São Paulo state.

The Company is primarily engaged in retail sales of medications, perfumery, personal care and beauty products, cosmetics and dermocosmetics. Sales are carried out by 931 stores (unreviewed), located in the states of São Paulo, Minas Gerais, Rio de Janeiro, Goiás, Paraná, Distrito Federal, Santa Catarina, Rio Grande do Sul, Espírito Santo, Bahia, Mato Grosso do Sul and Mato Grosso as follows:

	Sep-2013
São Paulo	542
Minas Gerais	74
Rio de Janeiro	66
Goiás	63
Paraná	49
Distrito Federal	44
Santa Catarina	23
Rio Grande do Sul	19
Espírito Santo	19
Bahia	16
Mato Grosso do Sul	10
Mato Grosso	6
	931

## 2. Presentation of the quarterly information

Individual and consolidated quarterly information was approved by the Executive Board on November 5, 2013.

The quarterly information is presented in thousands of reais, which is the Company functional and reporting currency.

The Company individual and consolidated quarterly information for the periods ended September 30, 2013 and 2012 were prepared and are presented in accordance with CPC 21 (R1) (interim financial information) and in accordance with IAS 34, observing the provisions of Circular Letter CVM/SNC/SEP 003/2011 of April 28, 2011.

The Company financial statements for the year ended December 31, 2012 were prepared in accordance with accounting practices adopted in Brazil, observing the standards issued by the Brazilian Securities and Exchange Commission (CVM), in addition to the Pronouncements, Guidelines and Interpretations issued by the Brazilian FASB (CPC).

The consolidated financial statements for the year ended December 31, 2012 were prepared in accordance with accounting practices adopted in Brazil, including CVM standards and CPC Page: 37 of 66

## Notes to quarterly information

pronouncements, and are in compliance with the International Financial Reporting Standards (IFRS), issued by the International Accounting Standard Board (IASB).

Considering the relevance of the assets acquired from subsidiary Raia S.A. on November 30, 2012 (for further details, see Note 1 to the financial statements for the year ended December 31, 2012) and aiming at the correct and complete understanding of the quarterly information, the Company elected to present, in this quarterly information, the consolidated income statements, statements of comprehensive income, for three- and nine-month periods, consolidated cash flow statements and statements of value added for the nine-month period ended September 30, 2012, in addition to the respective explanatory notes, where applicable. The balance sheets for the year ended December 31, 2012 and the period ended September 30, 2013 are being presented consolidated, only for the purpose of providing supplementary information, since subsidiary Raia S.A. had already been acquired at said dates; therefore, there was no need for consolidation.

Through November 30, 2012, the Company individual financial statements present an evaluation of investments in subsidiaries under the equity method, in accordance with the Brazilian legislation in force. Therefore, the Company individual financial statements are not considered to be in accordance with the IFRS, which require the evaluation of these investments in separate financial statements of the parent company at fair value or cost.

The quarterly information includes estimates referring to provision for inventory losses, allowance for doubtful accounts, valuation of financial instruments, property and equipment and intangible asset depreciation and amortization terms, provisions required for contingencies, and provisions for taxes, as well as other similar provisions.

The Company adopted all standards, revised standards and interpretations issued by the Brazilian FASB (CPC) and IASB in effect at September 30, 2013.

## 3. Standards and interpretations of standards not yet effective

For the period ended September 30, 2013, we listed below the following pronouncements or interpretations of CPCs/IFRS that are not yet effective through the date of issue of this consolidated quarterly information of the Company, in addition to those disclosed in Note 3 to the financial statements for the year ended December 31, 2012:

## IAS 32 - Financial instruments: Disclosures – Asset and liability offset

It provides further clarifications to the adoption guidance contained in IAS 32 on requirements to offset financial assets and financial liabilities in the balance sheet, the amendment of which will be effective for annual periods beginning on or after January 1, 2014.

## IFRS 9 Financial instruments – Classification and measurement

It completes the first part of the project for replacement of "IAS 39 Financial Instruments: Recognition and Measurement". This new standard uses a simple approach to determine whether a financial asset is measured at amortized cost or fair value, based on the manner in which an entity manages its financial instruments (its business model) and the contractual cash flow characteristic of financial assets. IFRS 9

## Notes to quarterly information

further requires adoption of only one method to determine impairment of assets. The standard will be effective for annual periods beginning on or after January 1, 2015.

Company management does not expect that these standards and interpretations significantly impact the disclosures, financial position or performance when adopted in the future.

## 4. Summary of significant accounting practices

Accounting standards adopted for preparation of this quarterly information are consistent with the ones disclosed in Note 4 to the financial statements for the year ended December 31, 2012.

## 5. Cash and cash equivalents

	Raia Drogasil S.A.		
	Sep-2013	Dec-2012	
Cash and banks	32,142	43,399	
Bank deposit certificate	2,706	7,766	
Secured debentures	57,509	87,432	
Time deposit with special guarantee of the Credit Guarantee Fund (FGC)	30,010	28,366	
	122,367	166,963	

Investments in Bank Deposit Certificate (CDB), secured debentures and Time Deposit with Special Guarantee (DPGE) of the Credit Guarantee Fund (FGC) are classified as "financial instruments held for trading" and are restated based on the Interbank Deposit Certificate (CDI) percentage variation, which reflects the realizable value.

## 6. Trade accounts receivable

The aging list of trade accounts receivable is as follows:

	Raia Dr	ogasil S.A.
	Sep-2013	Dec-2012
Falling due	352,461	325,694
Overdue		
From 1 to 30 days	9,978	9,075
From 31 to 60 days	537	798
From 61 to 90 days	1,788	291
From 91 to 180 days	620	624
From 181 to 360 days	131	
Over 360 days	60	27
Allowance for doubtful accounts	(936)	(738)
	364,639	335,771

## Notes to quarterly information

Days sales outstanding is approximately 40 days, which is deemed one of the regular conditions inherent in the Company operations. As such, no balances and transactions were identified for which the effect of the present value adjustment is considered significant.

Changes in allowance for doubtful accounts are as follows:

	Raia Dre	ogasil S.A.
	Sep-2013	Dec-2012
Opening balance	(738)	(650)
Additions	(1,351)	(778)
Additions arising from acquisition of Raia S.A.		(57)
Reversals Closing balance	<u> </u>	<u> </u>

Accounts receivable are classified as "Receivables", under financial assets, and are therefore measured as described in Note 4 d).(i) (3) of the financial statements for the year ended December 31, 2012.

## 7. Inventories

	Raia Dr	Raia Drogasil S.A.		
	Sep-2013	Dec-2012		
Goods for resale	960,039	974,455		
Materials	8,821	9,854		
Provision for inventory losses	(20,326)	(10,913)		
Total inventories	948,534	973,396		

The Company inventories are stated at cost.

Changes in provision for inventory losses are as follows:

	Raia Dro	Raia Drogasil S.A.		
	Sep-2013	Dec-2012		
Opening balance	(10,913)	(2,456)		
Additions	(19,960)	(1,622)		
Additions arising from acquisition of Raia S.A.		(8,225)		
Reversals Closing balance	<u>    10,547</u> (20,326)	<u>1,390</u> (10,913)		

## Notes to quarterly information

Cost of goods sold referring to continued operations recognized in P&L for the quarter ended September 30, 2013 was R\$ 1,155,085 (R\$ 507,154 in the 3<sup>rd</sup> quarter of 2012 and R\$ 1,005,710 for the consolidated).

The amount of inventory write-offs recognized as losses under cost of goods sold for the quarter totaled R\$ 18,667 (R\$ 3,978 in the 3<sup>rd</sup> quarter of 2012 and R\$9,408 for the consolidated).

The effect of the set up, reversal or write-off of provision for inventory losses is recorded in P&L, under "Cost of goods sold".

## 8. Taxes recoverable

	Raia Drogasil S.A.		
	Sep-2013	Dec-2012	
Current			
State VAT (ICMS) – credit balance	20,724	70,974	
ICMS substitute taxpayer regime (ICMS-ST) Dec. 57.608/2011		8,147	
ICMS - Refund of ICMS withheld in advance (CAT Ruling 17/99)	28,506	10,889	
ICMS on acquisition of property and equipment	3,615	3,149	
ICMS – Other	457	502	
Contribution tax on gross revenue for social integration program (PIS)	42	5	
Social Contribution Tax on Gross Revenues for Social Security Financing (COFINS)	108	24	
Withholding Income Tax (IRRF)	4,147	2,463	
Corporate Income Tax (IRPJ)		40	
Social contribution tax on net profit (CSLL)	537	56	
Social Security Tax (INSS)		67	
	58,136	96,316	
Noncurrent			
ICMS on acquisition of property and equipment Social Security Funding Tax (FINSOCIAL) - 1982 – securities issued to cover court-	10,641	9,053	
ordered debts	561	561	
Other			
	11,202	9,614	
Total	69,338	105,930	

The ICMS credits amounting to R\$ 20,724 and R\$ 28,506 (Dec/2012 - R\$ 70,974 and R\$ 10,889) arise from the differentiated rates applicable to ICMS-ST (tax substitution) refund in goods receipt and shipment operations conducted by its distribution centers in São Paulo and Paraná States to supply its branches located in other Brazilian states.

For the purpose of using the referred to accumulated credits, the Company requested the special tax substitution regime in São Paulo State, applied since July 2012, and another special tax substitution regime in Parana State, in use since September 2013.

## Notes to quarterly information

Such measure enabled the Company to offset ICMS credits against debits arising from transfers of goods to its branches in the State.

Company management has analyzed its use of ICMS credits based on the special regime the Company was granted, and concluded that the credit balance will be used up in the short term.

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## Notes to quarterly information

## 9. Property and equipment and intangible assets

## a) Property and equipment

Changes in the Company property and equipment are as follows:

	Land	Buildings	Furniture, fixtures and facilities	Machinery and equipment	Vehicles	Leasehold improvement s	Store renovation and refit	Total
Cost								
Balance at December 31, 2012	27,725	41,615	219,465	100,917	21,024	368,736	11,685	791,167
Additions		476	34,724	16,823	2,077	92,410	421	146,931
Write-offs			(2,773)	(457)	(2,109)	(23,073)	(1,250)	(29,662)
Balance at September 30, 2013	27,725	42,091	251,416	117,283	20,992	438,073	10,856	908,436
Accumulated depreciation								
Annual depreciation rates (%)		2.5 – 2.7	7.4 - 10	7.1 – 15.6	20 – 23.7	17 – 21.7	20	
Balance at December 31, 2012		(15,486)	(84,085)	(45,498)	(9,792)	(176,118)	(5,866)	(336,845)
Additions		(830)	(15,605)	(8,853)	(3,074)	(45,546)	(1,702)	(75,610)
Write-offs			1,295	391	1,997	17,507	1,240	22,430
Balance at September 30, 2013		(16,316)	(98,395)	(53,960)	(10,869)	(204,157)	(6,328)	(390,025)
Net balance								
At December 31, 2012	27,725	26,129	135,380	55,419	11,232	192,618	5,819	454,322
At September 30, 2013	27,725	25,775	153,021	63,323	10,123	233,916	4,528	518,411 Page: 43 of 66

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## Notes to quarterly information

## b) Intangible assets

Changes in the Company intangible assets are as follows:

	Point of sale	License for the use of software and system implementation	Goodwill on company acquisition (Vison)	Goodwill on company acquisition (Raia S.A.)	Brands	Customer portfolio	Other intangible assets	Total
Cost								
Balance at December 31, 2012	215,281	54,560	22,275	780,084	151,700	41,700	3,138	1,268,738
Additions	20,001	8,680					1,034	29,715
Write-offs	(8,853)	(1)					(14)	(8,868)
Balance at September 30, 2013	226,429	63,239	22,275	780,084	151,700	41,700	4,158	1,289,585
Accumulated amortization								
Annual amortization rates (%)	12.3 – 23.6	20	Indefinite useful life	Indefinite useful life	Indefinite useful life	6.7 - 25	20	
Balance at December 31, 2012	(56,969)	(27,880)	(2,387)			(10,687)	(617)	(98,540)
Additions	(27,588)	(6,135)				(6,870)	(86)	(40,679)
Write-offs	5,725						11	5,736
Balance at September 30, 2013	(78,832)	(34,015)	(2,387)			(17,557)	(692)	(133,483)
Net balance								
At December 31, 2012	158,312	26,680	19,888	780,084	151,700	31,013	2,521	1,170,198
At September 30, 2013	147,597	29,224	19,888	780,084	151,700	24,143	3,466	1,156,102

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## Notes to quarterly information

## c) Goodwill on acquisition of Drogaria Vison Ltda

Goodwill of R\$ 19,888 refers to the acquisition of Drogaria Vison Ltda on February 13, 2008, merged into the Company on June 30, 2008.

Goodwill is based on the expected future profitability and estimated return within seven years, as assessed by an independent expert, and was amortized from April to December 2008. As provided for by OCPC 02, goodwill has not been amortized anymore since 2009 and will be tested for impairment annually.

## d) Goodwill on acquisition of Raia S.A.

The Company calculated goodwill of R\$ 780,084 in the business combination with Raia S.A., based on expected future profitability, stemming from the difference between the values of assets transferred and received with an expected return of five years. As provided for by OCPC 02, goodwill will not be amortized and it has been tested for impairment annually since 2009.

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## Notes to quarterly information 10. Loans and financing

		Raia Dro	gasil S.A.
Financing for acquisition of	Average long-term interest rate	Sep-2013	Dec-2012
BNDES - FINAME			
Machinery, equipment and vehicles	TJLP + 3.62% (+ 3.62% in Dec/2012) p.a.		79
Ventures	TJLP + 3.70% (+ 3.80% in Dec/2012) p.a.	465	1,864
BNDES - FINEM			
Ventures	TJLP + 2.74% (+ 2.70% in Dec/2012) p.a.	20,606	34,572
Ventures	IPCA + 7.48% + 1.59% (+ 7.50% + 1.51% in Dec/2012) p.a.	20,030	24,939
Machinery and equipment	TJLP + 2.01% (+ 1.91% in Dec/2012) p.a.	1,110	2,072
Machinery and equipment	IPCA + 7.44% + 2.30% (+ 7.44% + 2.30% in Dec/2012) p.a.	2,307	2,063
BNDES – Sub-credit			
Ventures	TJLP + 3.37% (+ 3.40% in Dec/2012) p.a.	76,620	62,857
Ventures Machinery, equipment and	Selic + 2.35% (+ 2.36% in Dec/2012) p.a.	16,909	16,938
vehicles	Fixed 3.22% (+ 3.84% in Dec/2012) p.a.	12,345	9,184
Machinery, equipment and vehicles	TJLP + 1.79% (+ 1.79% in Dec/2012) p.a.	2,740	3,390
Working capital	TJLP + 4.15% (+ 4.15% in Dec/2012) p.a.	4,590	6,312
Working capital	Selic + 3.05% (+ 3.06% in Dec/2012) p.a.	26,089	27,902
		183,811	192,172
Current liabilities		(79,878)	(60,712)
Noncurrent liabilities		103,933	131,460

In FINAME operations of the Company, financed assets were offered as collateral, while bank guarantees were offered for part of FINEM operations.

Loans taken from BNDES are for expansion of stores, acquisition of machinery/equipment, vehicles and also to finance the Company working capital.

The agreements enable the Company to replace bank guarantees with other guarantees of first-tier financial institutions at any time.

The Company is a party to the financing with BNDES, substantially taken out under sub-credits, totaling R\$ 148,094 (Dec/2012 - R\$ 139,161) subject to the fulfillment of two covenants:

(i) Adjusted EBITDA margin (adjusted EBITDA/Net operating income): equal to or greater than 3.6%, and

(ii) Total net debt/Total assets: equal to or less than 20%.

Measurement of covenants is made on an annual basis and, at September 30, 2013 and December 31, 2012, such requirements were met.

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## Notes to quarterly information

If these requirements were not met, the Company would provide BNDES with bank guarantee for the fulfillment of the agreement.

The aging list of noncurrent amounts is as follows:

	Sep-2013
2014	18,768
2015	55,267
2016	20,580
2017	9,318
	103,933

## Notes to quarterly information

## 11. Provision for contingencies and judicial deposits

In the ordinary course of business, the Company is subject to tax, labor and civil claims. Supported by the opinion of its legal advisors and by specific opinions issued by experts, where applicable, management assesses the likelihood of loss regarding ongoing litigation and determines whether or not setting up a provision for contingencies is necessary.

At September 30, 2013 and December 31, 2012, the Company had the following liabilities and corresponding judicial deposits relating to legal proceedings:

	Raia Drogasil S.A.		
	Sep-2013	Dec-2012	
Labor and social security	11,918	9,729	
Tax	492	454	
Civil	4,990	4,887	
	17,400	15,070	
(-) Corresponding judicial deposits	(3,989)	(1,220)	
Total	13,411	13,850	
Current liabilities	(4,948)	(4,129)	
Noncurrent liabilities	8,463	9,721	

Changes in provisions are as follows:

	Raia I	Raia Drogasil S.A.		
	Sep-2013	Dec-2012		
Opening balance	13,850	2,106		
Additions through acquisition of Raia S.A.		6,066		
Additions	6,948	4,719		
Write-offs	(3,535)	(1,807)		
Remeasurement of amounts	(3,222)	(589)		
Monetary restatements	2,139	3,053		
Appeal-related deposits	(2,769)	302		
Closing balance	13,411	13,850		

The provision for contingencies took into consideration the best estimate of the amounts involved, for the cases in which the likelihood of loss is estimated as probable by external and internal legal advisors. A portion relating to these proceedings is guaranteed by assets (Note 19) or judicial deposits.

#### Possible losses

At September 30, 2013 and December 31, 2012, the Company is a party to tax, civil and labor claims, whose likelihood of loss is estimated as possible by management and its legal advisors, amounting to R 39,966 (Dec/ 2012 – R 25,074).

#### Judicial deposits

At September 30, 2013 and December 31, 2012, the Company had the following judicial deposit amounts for which no corresponding provision was set up:

	Raia	Raia Drogasil S.A.		
	Sep-2013			
Labor and social security	2,618	3,728		
Тах	7,012	6,637		
Civil	646	645		
Total	10,276	11,010		

## Labor contingencies

The labor claims, in general, refer to proceedings filed by former employees, questioning unpaid overtime and severance pay. Subsidiary Raia S.A. is also a party to proceedings filed by former employees of companies providing outsourced services, claiming to have an employment relationship directly with the Company or that the it should receive a joint enforcement order for the payment of the labor rights claimed. The subsidiary is also a party to proceedings filed by workers' unions regarding workers' union dues, by virtue of the jurisdictional legitimacy issue.

## Tax contingencies

These refer to various administrative fines, rate differences in interstate transfers and tax foreclosures.

## **Civil contingencies**

The Company is a party to legal proceedings discussing usual and unusual issues deriving from its activities, most of which referring to indemnification for material damage or pain and suffering resulting from customer relationship, such as indemnification claims due to undue protest of bills and customer relationship (defective products, incorrect sale of drugs, customer approached in store as a theft suspect, etc.).

## 12. Income and social contributions taxes

## (a) Effective income and social contributions taxes

Effective income and social contribution taxes for the quarters refer to:

	Raia Drogasil S.A.		Cons	solidated
	3Q13	3Q12	3Q13	3Q12
Income before income and social contribution taxes Interest on equity	26,769 (5,500)	43,438 (14,500)	26,769 (5,500)	44,226 (14,500)
Taxable profit	21,269	28,938	21,269	29,726
Combined rate (income tax - 25% and social contribution tax - 9%)	34	34	34	34
Theoretical expenses	(7,231)	(9,839)	(7,231)	<u>(10,107)</u>
Permanent additions Equity pickup	(272)	304 428	(272)	284
Tax reduction incentives		398		446
Other	(648)		(648_)	(120)
Effective income and social contribution tax expenses	(8,151)	(8,709)	(8,151_)	(9,497)
Effective rate (%)	30.4	20.0	30.4	21.5

## (b) Deferred income and social contribution taxes

Deferred income and social contribution tax assets amounting to R\$ 34,890 at September 30, 2013 (Dec/2012 - R\$ 29,970) derive from temporarily nondeductible expenses, to which statute of limitations is not applicable and with realization provided for by item (c) below.

Deferred income and social contribution tax liabilities amounting to R\$ 122,766 at September 30, 2013 (Dec/2012 - R\$ 93,991) comprise the tax charges levied on the remaining balances: (i) revaluation reserve; (ii) goodwill on future profitability.

## Notes to quarterly information

Deferred effective income and social contribution taxes for the quarters refer to:

			Raia Droga	asil S.A.	Con	solidated
	Balance sheet		P&L			P&L
	Sep-2013	Dec-2012	3Q13	3Q12	3Q13	3Q12
Revaluation at fair value of land and buildings	(7,521)	(7,545)				
Amortization of goodwill on future profitability	(40,870)	(7,953)	(10,972)	(274)	(10,972)	(274)
Nondeductible intangible assets – Business combination						1,373
Nondeductible intangible assets – Raia S.A. acquisition	(74,375)	(78,493)	1,372		1,372	
Other	(1,959)	(1,765)	(37)		(37)	
Provision for contingencies	3,826	5,055	(2,051)	42	(2,051)	200
Allowance for doubtful accounts	699	1,572	(107)	35	(107)	188
Provision for bonuses		2,506		(507)		(507)
Provision for officers' bonuses	118	376	(14)	(263)	(14)	(263)
Provision for internal campaigns	439		146	130	146	130
Provision for obsolete inventories	6,910	3,710	(81)	(204)	(81)	528
Provision for employees' profit sharing	1,020	1,795	(155)	708	(155)	2,753
Goodwill on profitability of Drogaria Vison	366	366				
Sundry provisioned liabilities	4,008	2,080	1,991	92	1,991	92
Tax loss to offset against future taxable profit	8,137		2,875		2,875	(1,348)
Provision for extraordinary expenses	354	1,688	(70)		(70)	135
Provision for losses on loans to employees	2,580		952		952	52
Tax benefit from goodwill on merger	8,392	12,587	(1,399)	<u> </u>	(1,399)	(1,399)
Deferred income and social contribution taxes – expenses (revenue)			(7,550)	(241)	(7,550)	(1,660)
Deferred tax assets (liabilities), net	(87,876)	(64,021)				
	Raia Drog	iasil S.A.				
	Sep-2013	Dec-2012				
Reconciliation of deferred tax asset (liability), net						
Balance at beginning of period	(64,021)					
Additions through acquisition of Raia S.A.		(57,515)				
Taxable income (expense) recognized in P&L	(23,879)	(2,124)				
Realization of deferred tax recognized in equity	(97.976)	102				
Balance at end of period	(87,876)	(64,021)				

## (c) Estimated recovery of income and social contribution tax credits

Projections on future taxable profits take into consideration estimates relating to Company performance, as well as the behavior of the market in which the Company operates and certain economic aspects, among others. Actual results may differ from the estimates adopted. In accordance with these projections, tax credit amounting to R\$ 34,890 will be fully realized until the end of 2013.

#### 13. Earnings per share

The table below presents the net income and share information used in calculating basic and diluted earnings per share:

	Raia Drogasil S.A.		C	Consolidated	
	3Q13	3Q12	3Q13	3Q12	
Basic					
Net income	18,618	34,729	18,618	34,729	
Weighted average number of common shares	330,386	330,386	330,386	330,386	
Earnings per share - basic	0.05635	0.10512	0.05635	0.10512	
Diluted					
Net income	18,618	34,729	18,618	34,729	
Weighted average number of common shares	330,386	330,386	330,386	330,386	
Weighted average number of common shares adjusted					
by dilution effect	330,386	330,386	330,386	330,386	
Earnings per share – diluted	0.05635	0.10512	0.05635	0.10512	

## 14. Equity

## (a) Capital

At September 30, 2013, fully paid-in capital of R\$ 908,639 was divided into 330,386,000 registered common book shares with no par value, 191,993,911 of which were outstanding (184,715,125 at December 31, 2012).

The Company Articles of Incorporation authorize, pursuant to decision taken by the Board of Directors, a capital increase of up to the limit of 400,000,000 common shares.

Changes in the number of Company outstanding shares are as follows:

	Outstanding shares
At December 31, 2012	184,715,125
Sale of shares At September 30, 2013	7,278,786 191,993,911

At September 30, 2013, the Company common shares were quoted at R\$ 18.33 (closing price).

#### 15. Net sales revenue

	Raia Dr	ogasil S.A.	C	onsolidated
	3Q13	3Q12	3Q13	3Q12
Gross sales revenue				
Sales revenue	1,680,723	738,000	1,680,723	1,449,855
Service revenue	2,235	1,126	2,235	1,969
	1,682,958	739,126	1,682,958	1,451,824
Sales taxes	(48,814)	(27,271)	(48,814)	(48,078)
Sales returns	(8,607)	(3,319)	(8,607)	(8,524)
Sales revenue, net	1,625,537	708,536	1,625,537	1,395,222

Sales taxes comprise primarily ICMS at rates between 17% and 18%, Service Tax (ISS) at 5%, as well as PIS (1.65%) and COFINS (7.65%).

## 16. Information on the nature of the expenses recorded in income statement

The Company income statements classify expenses according to their nature. Information on the nature of these expenses recorded in the income statement is as follows:

	Raia D	Drogasil S.A.	C	Consolidated
	3Q13		3Q13	3Q12
Cost of sales	(1,173,752)	(511,132)	(1,173,752)	(1,015,118)
Personnel expenses	(221,978)	(79,419)	(221,978)	(176,291)
Service provider expenses	(18,640)	(9,379)	(18,640)	(16,620)
Depreciation and amortization	(41,220)	(13,521)	(41,220)	(31,868)
Other (i)	(126,238)	(49,593)	(126,238)	(106,049)
	(1,581,828)	(663,044)	(1,581,828)	(1,345,946)
Classified in the income statement				
as:				
	3Q13	3Q12	3Q13	3Q12
Cost of sales	(1,173,752)	(511,132)	(1,173,752)	(1,015,118)
Selling expenses	(322,162)	(124,062)	(322,162)	(261,255)
General and administrative expenses	(44,694)	(14,329)	(44,694)	(37,705)
Depreciation and amortization	(41,220)	(13,521)	(41,220)	(31,868)
	(1,581,828)	(663,044)	(1,581,828)	(1,345,946)

(i) These expenses refers primarily to property rental, credit and debit card administration charges, customer accounts, store and supplies and condominium charges.

## 17. Other operating expenses

Other operating expenses in the third quarter of 2013 totaled R\$ 14,300 (3Q12 - R\$ 2,745 and R\$ 3,486 in consolidated). These amounts comprise additional expenses incurred in the merger relating to the incorporation, synergy and unification of the Company.

## 18. Financial income and expenses

## (a) Financial income

	Raia Drogasil S.A.		Сог	nsolidated
	3Q13	3Q12	3Q13	3Q12
Discounts obtained	82	14	82	130
Short-term investment yield	1,495	1,739	1,495	2,699
Interest received	8	9	8	9
Monetary gains	597	81	597	247
Other financial income	1	1	1	1
Total financial income	2,183	1,844	2,183	3,086

## (b) Financial expenses

	Raia Dr	ogasil S.A.	C	Consolidated
	3Q13	3Q12	3Q13	3Q12
Interest, charges and bank fees	(362)	(231)	(362)	(370)
Charges on financing and loans Monetary losses	(4,158) (303)	(2,176) (4)	(4,158) (303)	(3,855) (425)
Total financial expenses	(4,823)	(2,411)	(4,823)	(4,650)
Financial income (expenses)	(2,640)	(567)	(2,640)	(1,564)

## 19. Procedural guarantees

Tax, social security and labor claims were guaranteed by the following property and equipment items:

	Raia Drogasil S.A.		
	Sep-2013	Dec-2012	
Furniture and facilities	119	155	
Machinery and equipment Vehicles	213	217 10	
	332	382	

## Notes to quarterly information

## 20. Lease agreement commitments

The Company has entered into lease agreements with terms ranging from one to fifteen years. Lease expenses vary depending on the number of stores opened. Total monthly expenses on these lease agreements (including lease, condominium fees and Property Tax – IPTU) were R\$ 18,077 (Dec/2012 - R\$ 17,048) for the Company.

At September 30, 2013 and December 31, 2012, future minimum payments referring to lease of stores (revocable lease agreements) are as follows:

	Raia Dr	Raia Drogasil S.A.		
	Sep-2013	Dec-2012		
First 12 months	160,044	145,269		
From 13 to 60 months	391,417	356,111		
After 60 months	151,095	130,953		
	702,556	632,333		

## 21. Financial instruments and risk management policy

The book value of Company financial instruments approximates fair value, as follows:

At September 30, 2013 and December 31, 2012, the Company has short-term investments measured at fair value through profit or loss, which are classified as "level 1", according to Note 4 d).(iii) to the financial statements for the year ended December 31, 2012.

## Financial assets

Significant financial assets are cash and cash equivalents, short-term investments and trade accounts receivable:

	Raia Drogasil S.A.	
	Sep-2013	Dec-2012
Fair value through profit or loss - held for trading		
Cash and cash equivalents (Note 5)	122,367	166,963
	122,367	166,963
Receivables		
Trade accounts receivable (Note 6)	364,639	335,771
Other accounts receivable	96,374	116,772
	461,013	452,543
Total	583,380	619,506

## Notes to quarterly information

## **Financial liabilities**

Significant financial liabilities are trade accounts payable, loans and financing and other accounts payable:

	Raia I	Raia Drogasil S.A.		
	Sep-2013	Dec-2012		
Other financial liabilities				
Trade accounts payable	445,899	575,587		
Loans and financing (Note 10)	183,811	192,172		
Other accounts payable	61,755	91,058		
Total	691,465	858,817		

The Company is exposed to various financial risks arising from its operations, such as market risk, credit risk and liquidity risk. The risk management program adopted by the Company focuses on the unpredictability of financial and operating markets and is intended to mitigate potential adverse effects on the Company financial performance.

The Board of Directors establishes risk management principles, including specific areas such as interest rate risk, credit risk, as well as use of nonderivative financial instruments and investment of cash surplus.

#### (a) Market risk

#### Currency risk

All funding and investment operations of the Company are denominated in Reais (R\$); therefore, the Company is not exposed to risk arising from foreign exchange fluctuations.

#### Interest rate risk

The Company is exposed to interest rate risk, basically referring to obligations subject to rate variation. The understanding of Company management is that the sole risk to which the Company is exposed refers to the mismatch between BNDES financing (R\$ 22,337) in IPCA + interest and investments in CDI.

Most of the BNDES operations are entered into based on the Long-term Interest Rate (TJLP) + interest and on the SELIC rate. Short-term investments are entered into based on CDI variation, which does not result in higher interest rate risk, since these variations are not significant. Management understands that the risk of significant changes in P&L and in cash flows is low.

## Notes to quarterly information

## (b) Credit risk

Credit risks are related to financial assets, i.e. cash and cash equivalents, short-term investments and trade accounts receivable.

Cash and cash equivalents and short-term investments are maintained with first-tier financial institutions.

The granting of credit upon sales of goods follows a policy that aims at minimizing default. For the period ended September 30, 2013, credit sales represented 49%, 87% of which refer to credit card sales that, in the opinion of the Company and based on historical losses, pose extremely low risk. The remaining 13%, which are credits from Drug Benefit Programs (PBMs), special plans with companies and postdated checks pose low risk, due to customer selectivity and adoption of individual limits.

## (c) Liquidity risk

Management continuously monitors Company cash needs in order to ensure cash is sufficient to carry out its operations. Cash surplus is invested in financial assets with adequate maturity in order to ensure the liquidity necessary to honor its obligations.

## (d) Sensitivity analysis

Sensitivity analysis of Company financial instruments, from which losses may arise, is as follows.

The most probable scenario (scenario I), according to assessment by Management, is based on a threemonth horizon. In addition, two other scenarios are presented, pursuant to CVM Rule 475/08, in order to state an additional 25% and 50% impairment, respectively (scenarios II and III).

		Scenario I		
Transaction	Risk	(probable)	Scenario II	Scenario III
Short-term investments - CDI	0.5% increase	451	564	677
Revenue		451	564	677
BNDES financing (IPCA + interest)	1% mismatch	223	279	335
REFIS (Selic rate)	0.5% increase	10	13	15
Expenses		233	292	350

The risk of changes in TJLP on BNDES operations that may result in material losses is not estimated as probable by the Company.

#### (e) Capital management

The Company objective relating to capital management is to maintain its investment capacity, thus allowing its growth as well as the generation of return on investments.

The Company adopts the policy of not leveraging its capital structure with loans and financing, except for long-term lines of credit from BNDES (FINEM/FINAME), with interest rates that are commensurate with the Company profit levels.

Accordingly, the financial leverage ratio results from the net debt divided by equity. Net debt represents total financing less total cash and cash equivalents, as shown below:

	Raia Drogasil S.A.	
	Sep-2013 Dec-201	
Short- and long-term financing	183,811	192,172
(-) Cash and cash equivalents	(122,367)	(166,963)
Net debt	61,444	25,209
Equity	2,304,867	2,264,659
Financial leverage ratio %	3	1

#### (f) Fair value estimate

The book value of trade accounts receivable and trade accounts payable is deemed to approximate fair value, taking into consideration these balances' realization and settlement terms, within up to 60 days.

For disclosure purposes, the fair value of financial liabilities is estimated by discounting future contractual cash flows at the interest rate effective in the market, which is available to the Company for similar financial instruments. The interest rates in effect at the balance sheet dates are usual market rates and their fair value does not significantly differ from the balances in the accounting records.

Short-term investments, represented by investments in CDB and secured debentures (Note 5) and measured at fair value through profit or loss, were valued based on the remuneration rate agreed upon with the respective financial institution, treated as usual market rate.

## 22. Derivative financial instruments

The Company does not carry out derivative financial instrument transactions.

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## Notes to quarterly information

## 23. Transactions with related parties

(a) Transactions with related parties consist of operations with Company shareholders and people associated therewith that carried out the following transactions:

	Relationship		Raia Drogasil	S.A.		Consoli	dated
		C	urrent assets		Revenue		Revenue
		Sep-2013	Dec-2012	3Q13	3Q12	3Q13	3Q12
Receivables Agreements (i)							
Regimar Comercial S.A.	Shareholder / family	8	8	15	19	15	19
Heliomar S.A.	Shareholder / Board member	1	1	2	3	2	3
Rodrigo Wright Pipponzi (Editora Mol Ltda.) (iii)	Shareholder / family						
		9	9	17	22	17	22
Lease of store space (i)							
Enox Publicidade S.A.	Shareholder / Board						
	member		19		28		28
			19		28		28
		9	28	17	50	17	50

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## Notes to quarterly information

		Curre	nt liabilities		Expenses		Expenses
		Sep-2013	Dec-2012	3Q13	3Q12	3Q13	3Q12
Payables Rental (ii)		<u>.</u>					
Heliomar S.A.	Shareholder / Board member	13	14	40	41	40	41
Antonio Carlos Pipponzi	Shareholder / Board member	5	5	17		17	17
Rosalia Pipponzi Raia	Shareholder / Board member	5	5	17		17	17
Estate of Franco Maria David Pietro Pipponzi	Shareholder / Board member	5	5	17		17	17
Service providers (ii) Capullo Publicidade Ltda. from Aug/12 (Tulipa until Jul/12)	Shareholder / family	28_	29	91	41	91	92
Zurcher, Ribeiro Filho, Pires			61	75	260	75	260
Oliveira Dias e Freire - Advogados	Shareholder / family	3	61	569	199	569	199
Rodrigo Wright Pipponzi (Editora Mol Ltda.) (iii)	Shareholder / family	767	267	1,912		1,912	1,239
		770	389	2,556	459	2,556	1,698
		798	418	2,647	500	2,647	1,790

- (i) Sales carried out through agreements and space lease agreements. These transactions are taken out in business conditions equivalent to those adopted with other companies.
- (ii) Store lease, rendering of marketing and legal advisory services. These transactions are taken out in usual market conditions.
- (iii) Balances and transactions with Editora Mol Ltda. refer to service agreements relative to the preparation, creation and production of disclosure material for the corporate sales area and concept of the Company internal monthly magazine. The agreements are valid for an indefinite period of time and may be terminated at any time by one of the parties without cost or penalties.

Additionally, there are no transactions other than the values presented above, and the related parties comprise Company key management personnel.

(b) Key management personnel compensation.

Key management personnel comprises Officers, Members of the Board of Directors and Supervisory Board. Compensation paid or payable is as follows:

	Raia Dro	Raia Drogasil S.A.		onsolidated
	3Q13	3Q12	3Q13	3Q12
Payments and social charges	2,778	1,331	2,778	2,184
Bonuses and social charges	5,245	475	5,245	831
Reversal of provision for bonuses	(878)	(2,476)	(878)	(2,476)
	7,145	(670)	7,145	539

#### 24. Insurance coverage

The Company maintains insurance policies at amounts considered sufficient to cover possible claims that could affect its equity or civil liability. Considering the nature of its activities and the guidance of its insurance advisors, at September 30, 2013, the Company maintains the following insurance coverage:

	Raia	Raia Drogasil S.A.		
	Sep-2013	Dec-2012		
Inventory loss risk	106,340	98,541		
Permanent assets	122,061	100,858		
Loss of profit	24,100	24,100		
Civil Liability risk	12,422	10,474		
	264,923	233,973		

Our auditors' work scope does not include expressing an opinion on the insurance coverage sufficiency, which was determined and considered by Company management sufficient to cover any losses.

## 25. Noncash transactions

In the third quarter of 2013, there were no transactions not involving the Company's cash.

A free translation from Portuguese into English of Review Report on individual interim financial information in accordance with accounting practices adopted in Brazil and on consolidated interim financial information in accordance International Financial Reporting Standards (IFRS), issued by International Accounting Standards Board (IASB) and accounting practices adopted in Brazil

## Independent Auditor's Report on Review of Quarterly Information (ITR)

The Shareholders, Board of Directors and Officers **Raia Drogasil S.A.** São Paulo – SP

## Introduction

We have reviewed the accompanying individual and consolidated interim financial information contained in the Quarterly Information Form (ITR) of Raia Drogasil S.A. as of September 30, 2013, comprising the balance sheet as of September 30, 2013 and the related income statement and statement of comprehensive income, for the three and nine-month period then ended, statement of changes in equity and cash flow statement for the nine-month period then ended, including the explanatory notes.

Management is responsible for the preparation of the individual interim financial information in accordance with CPC 21(R1) – Interim Financial Reporting, and of the consolidated interim financial information in accordance with CPC 21(R1) and with IAS 34 – Interim Financial Reporting, issued by the International Accounting Standards Board (IASB), as well as for the fair presentation of this information in conformity with the standards issued by the Brazilian Securities and Exchange Commission (CVM) applicable to the preparation of Quarterly Financial Information (ITR). Our responsibility is to express a conclusion on this interim financial information based on our review.

## Scope of review

We conducted our review in accordance with Brazilian and International Standards on Review Engagements (NBC TR 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity, and ISRE 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity, respectively). A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## Conclusion on the individual interim financial information

Based on our review, nothing has come to our attention that causes us to believe that the accompanying individual interim financial information included in the quarterly information referred to above is not fairly presented, in all material respects, in accordance with CPC 21(R1) applicable to the preparation of quarterly information (ITR) and presented consistently with the standards issued by the Brazilian Securities and Exchange Commission (CVM) applicable to quarterly information.

## Conclusion on the consolidated interim financial information

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim consolidated financial information included in the quarterly information referred to above is not fairly presented, in all material respects, in accordance with CPC 21(R1) and IAS 34 applicable to preparation of quarterly information (ITR) and presented consistently with the standards issued by the Brazilian Securities and Exchange Commission (CVM).

## Other matters

## Statement of value added

We have also reviewed the individual and consolidated interim statement of value added (SVA) for the nine-month period ended September 30, 2013, prepared under management's responsibility, whose presentation in the interim financial information is required by rules issued by the Brazilian Securities and Exchange Commission (CVM) applicable to preparation of Quarterly Information (ITR), and as supplementary information by IFRS, which do not require SVA presentation. These statements have been subject to the same review procedures previously described and, based on our review, nothing has come to our attention that causes us to believe that they are not prepared, in all material respects, consistently with the individual and consolidated interim financial information taken as a whole.

São Paulo, November 5, 2013.

ERNST & YOUNG TERCO Auditores Independentes S.S. CRC-2SP015199/O-6

Alexandre Rubio Accountant CRC-1SP223361/O-2

## Report and Statements / Report of Audit Committee or Equivalent Body

Managers and shareholders of **Raia Drogasil S.A.** 

The Company's Supervisory Committee within its legal attributions and responsibilities has examined the Quarterly Financial Information (ITR), for the quarter ended September 30, 2013, and based on the examination carried out, clarification provided by management, and also considering the favorable and unqualified Limited Review Report from the Independent Auditor, Ernst & Young Terco Auditores Independentes, the members of the Supervisory Committee concluded that the documents above are presented adequately, in all material respects.

São Paulo, November 5, 2013

Gilberto Lério Supervisory Committee Member

Fernando Carvalho Braga Supervisory Committee Member

Mário Antonio Luiz Corrêa Supervisory Committee Member

# Reports and Statements / Board of Directors' Statement on Interim Financial Statements

## Raia Drogasil S.A.

In accordance with article 25, paragraph 1, items V and VI, of CVM Rule 480/09, the Executive Board declares that it reviewed, discussed and agreed upon the Quarterly Financial Information (ITR), for the quarter ended September 30, 2013.

São Paulo, November 5, 2013

Marcilio Pousada Chief Executive Officer

Antonio Carlos Coelho Director

Antonio Carlos de Freitas Director

Eugênio de Zagottis Director

Fernando Varela Director

Marcello de Zagottis Director

Renato Cepollina Raduan Director

Rosângela Lutti Director

## Reports and Statements / Statement of Executive Board on Independent Auditor's Report

## Raia Drogasil S.A.

In accordance with article 25, paragraph 1, items V and VI, of CVM Rule 480/09, the Executive Board declares that it reviewed, discussed and agreed upon the opinion expressed in the favorable and unqualified Independent Auditor's Report (ITR), for the quarter ended September 30, 2013.

São Paulo, November 5, 2013

Marcilio Pousada Chief Executive Officer

Antonio Carlos Coelho Director

Antonio Carlos de Freitas Director

Eugênio de Zagottis Director

Fernando Varela Director

Marcello de Zagottis Director

Renato Cepollina Raduan Director

Rosângela Lutti Director