

São Paulo, August 06, 2024. RD Saúde (Raia Drogasil S.A. – B3: RADL3) announces its results for the 2nd quarter of 2024 (2Q24). The Company's parent company and consolidated financial statements for the periods ended June 30, 2024 and 2023 have been prepared in accordance with the accounting practices adopted in Brazil, including the rules issued by the Brazilian Securities Commission (CVM), the Brazilian Accounting Standards – General Technical (NBC TG) and the pronouncements issued by the Brazilian Accounting Pronouncements Committee (CPC), and are in conformity with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB), and provide all the significant information related solely to the financial statements, which is consistent with the information used by management. The financial statements were prepared in Reais and all growth rates, unless otherwise stated, relate to the same period of the previous year.

**IFRS 16:** Our financial statements are prepared in accordance with IFRS 16. In order to better represent the economics of the business, the figures in this report are presented under IAS 17, the previous reporting standard. A reconciliation with IFRS 16 can be found in a dedicated chapter within this document.

**2023 reclassifications:** In the 1Q24, we concluded the reclassification of certain revenues and expenses to ensure their maximum correlation with the Company's activities. These reclassifications refer to the results of 2023 and do not affect the EBITDA, balance sheet or cash flow. More details can be found in the 1Q24 earnings release.

## CONSOLIDATED HIGHLIGHTS:

- **PHARMACIES: 3,076 units in operation (70 openings and 4 closures);**
- **GROSS REVENUE: R\$ 10.4 billion, a 15.4% increase with 6.7% of mature-store growth;**
- **MARKET SHARE: 15.7%, a 0.5 pp increase, with gains in every region;**
- **DIGITAL: R\$ 1.7 billion, an increase of 43.9% and a retail penetration of 17.8%;**
- **CONTRIBUTION MARGIN: 11.0% of gross revenues, an increase of 8.2%;**
- **ADJUSTED EBITDA: R\$ 824.4 million, an increase of 7.4% and a margin of 7.9%;**
- **ADJUSTED NET INCOME\*: R\$ 356.6 million, a 2.1% increase and a margin of 3.4%;**
- **CASH FLOW: R\$ 303.4 million negative free cash flow, R\$ 583.2 million total cash consumption.**

\* Reflects the taxation of the effects of investment subsidies in the calculation of income tax, in accordance with Law No. 14,789/2023. However, we have filed lawsuits questioning these effects and await their judgments, having received a partially favorable injunction so far.

RADL3

**R\$ 30.07/share**

Closing: August 05, 2024

MARKET CAP

**R\$ 51.7 billion**

NUMBER OF SHARES

**1,718,007,200**

IR TEAM:

Flávio Correia

André Stolfi

Victor Torres

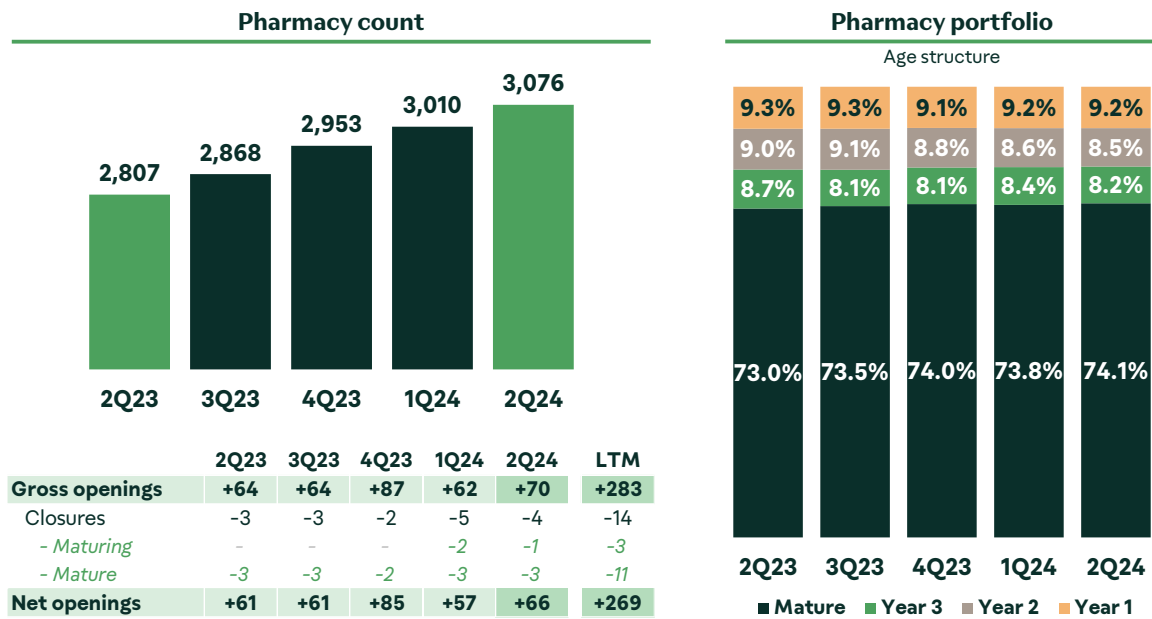
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Summary (R\$ thousands)	2Q23	3Q23	4Q23	1Q24	2Q24
<b># of pharmacies</b>	<b>2,807</b>	<b>2,868</b>	<b>2,953</b>	<b>3,010</b>	<b>3,076</b>
Organic openings	64	64	87	62	70
Closures	(3)	(3)	(2)	(5)	(4)
Headcount (EoP)	55,239	57,295	57,691	57,708	59,341
Pharmacist count (EoP)	11,515	11,726	12,047	12,306	12,429
# of tickets (thousands)	91,152	91,261	94,401	95,846	102,141
# of active customers (MM)	47.5	46.4	47.6	48.2	48.8
<b>Gross revenue</b>	<b>9,013,830</b>	<b>9,274,782</b>	<b>9,538,836</b>	<b>9,767,156</b>	<b>10,402,635</b>
Growth (YoY)	+18.0%	+16.2%	+14.3%	+15.3%	+15.4%
Gross profit	2,600,421	2,578,822	2,670,232	2,659,264	2,931,999
% of gross revenue	28.8%	27.8%	28.0%	27.2%	28.2%
<b>Adjusted EBITDA</b>	<b>767,625</b>	<b>658,097</b>	<b>614,544</b>	<b>679,885</b>	<b>824,433</b>
% of gross revenue	8.5%	7.1%	6.4%	7.0%	7.9%
<b>Adjusted net income</b>	<b>349,225</b>	<b>268,443</b>	<b>283,315</b>	<b>213,681</b>	<b>356,590</b>
% of gross revenue	3.9%	2.9%	3.0%	2.2%	3.4%
Net income	363,154	296,570	284,651	212,995	348,401
% of gross revenues	4.0%	3.2%	3.0%	2.2%	3.3%
<b>Free cash flow</b>	<b>(486,157)</b>	<b>336,224</b>	<b>150,930</b>	<b>(118,054)</b>	<b>(303,365)</b>

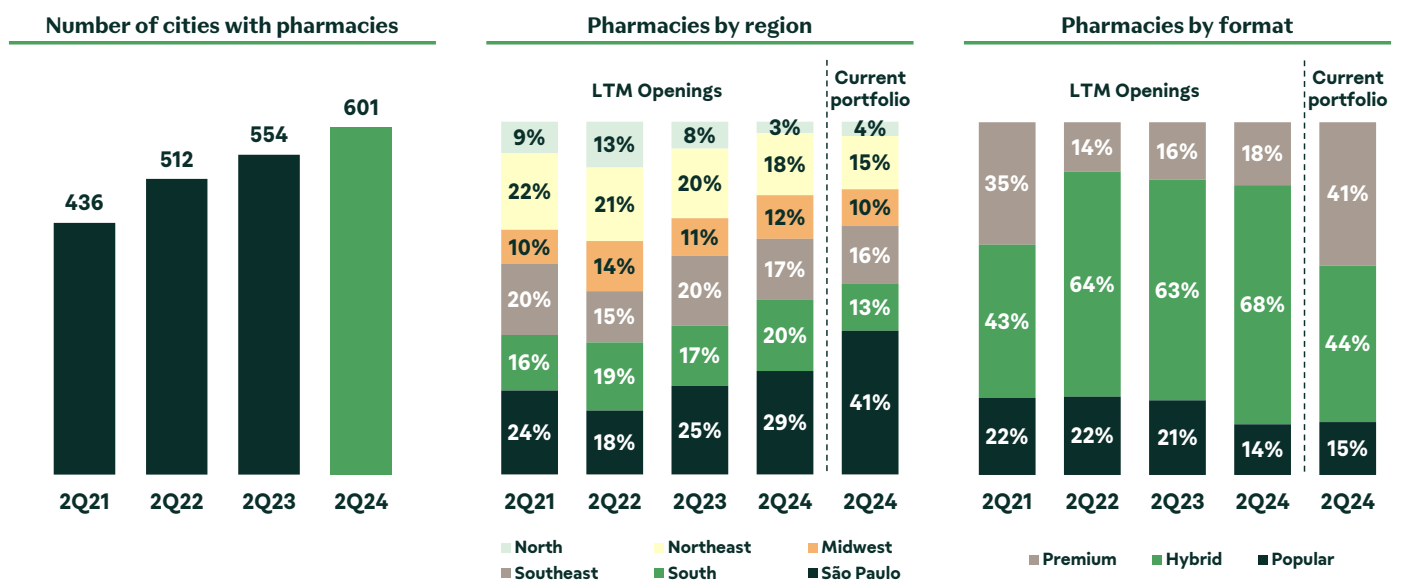
↔ **STORE DEVELOPMENT**



We ended the 2Q24 with a total of 3,076 pharmacies, having opened 70 new units in the quarter and closed 4. We have opened 283 gross openings in the last 12 months and reiterate the guidance of 280 to 300 new units per year both for 2024 and 2025.

Of the 4 closures in the quarter, only 1 was a pharmacy in the maturation process. In the last twelve months, the closure of units still undergoing maturation was approximately 1% of LTM openings, a result of the high assertiveness of our expansion process. The remaining 11 LTM closures were of mature units with an average of 14 years of operation and a consequence of the optimization of our portfolio, transferring revenues to our remaining locations in the neighborhood while eliminating a full fixed-cost base and releasing assets to be more efficiently redeployed, thus increasing both the Company's EBITDA and ROIC.

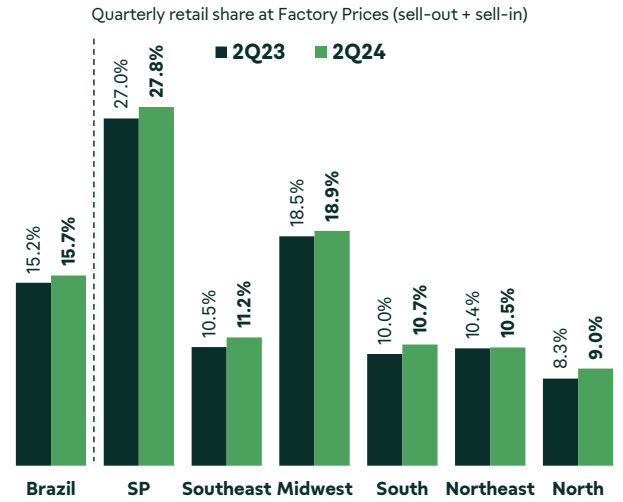
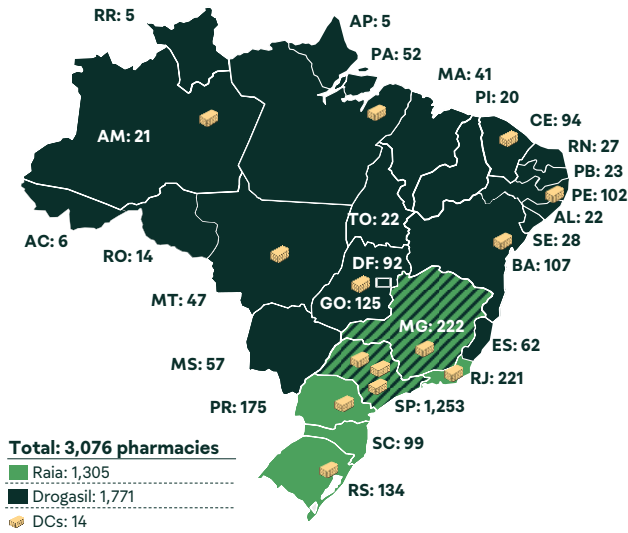
At the end of the quarter, a total of 25.9% of our pharmacies were still maturing and had not yet reached their full potential both in terms of revenue and profitability.



We have continued to diversify our pharmacy network, both geographically and demographically. We have extended our presence to 601 cities, 47 more than in the 2Q23, a unique capillarity in Brazilian retail. Of the 283 gross openings in the last 12 months, 71% occurred outside the state of São Paulo, our native market. Additionally, out of the 319 Brazilian cities with over 100 thousand inhabitants, we already have, or are in the process of opening, pharmacies in 310 of them. Lastly, 82% of our openings in the last 12 months have been of popular or hybrid formats, which already comprise 59% of our total store portfolio.

**Geographic presence**

**Market share**



Source: IQVIA. Southeast excludes SP.

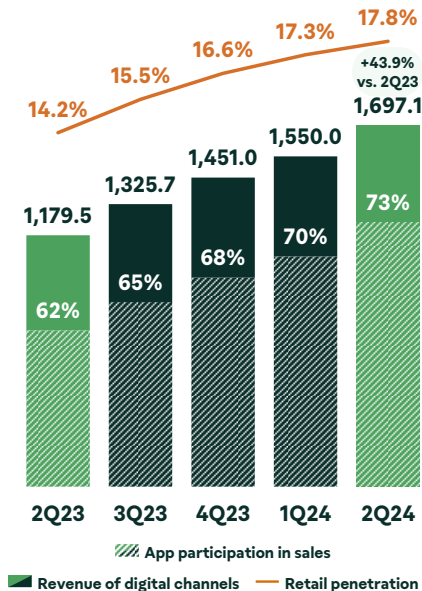
We are present in all Brazilian states and operate 14 distribution centers that support our more than 3 thousand pharmacies. Our logistics network allows us to replenish 92% of our stores on a daily basis, improving service levels, optimizing working capital and reinforcing our operational efficiency, thus constituting an important competitive advantage.

In the 2Q24, we achieved market share gains in all regions. Our national share was of 15.7%, an annual increase of 0.5 pp. We recorded a market share of 27.8% in São Paulo (+0.8 pp), of 11.2% in the Southeast (+0.7 pp), of 18.9% in the Midwest (+0.4 pp), of 10.7% in the South (+0.7 pp), of 10.5% in the Northeast (+0.1 pp), and of 9.0% in the North (+0.7 pp).

**DIGITAL, HEALTH AND CUSTOMER ENGAGEMENT**

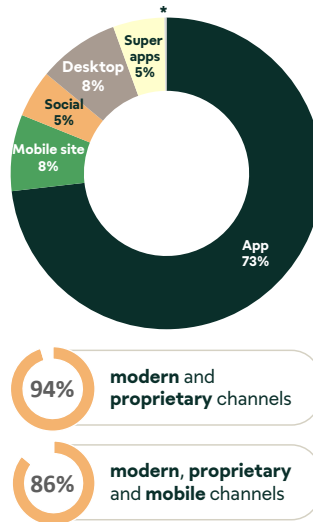
**Digital sales and penetration**

R\$ millions, % of retail gross revenue



**Digital channel mix**

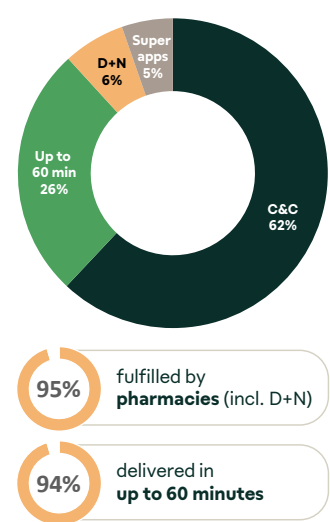
% of digital sales



\* Call center represents < 1% of the mix.

**Delivery mix**

% of digital sales



We continue to advance in our digital strategy. We reached R\$ 1,697.1 billion of revenues in our digital channels, a growth of 43.9% compared to the 2Q23. These channels, which would be among the top 5 pharmacies in the country if considered isolated, reached a retail penetration of 17.8%, an increase of 3.6 pp in the period.

Within digital sales, we also highlight the evolution of our app penetration from 62% to 73% in the last 12 months, ensuring a mobile customer experience designed by RD Saúde for a complete and omnichannel integral health journey. Another highlight comes from deliveries in up to 60 minutes, which already represent 26% of digital sales. When combined with Click & Collect and deliveries by third-party apps, we cover 94% of orders delivered or collected within 60 minutes. This unique capability at a national scale is only possible due to the capillarity of our footprint which covers 93% of the Brazilian A class population within a 1.5 km radius from our stores.

Digitalization is one of the key drivers of value creation. In the quarter, we recorded 147.0 million visits to our apps and websites and our digitalized frequent customers spent 28% more than non-digitalized frequent customers. Additionally, we continue to advance in the development of our Marketplace to offer an improved digital experience to our customers through an expanded assortment of 249 thousand SKUs in health and wellness provided by 891 different sellers.

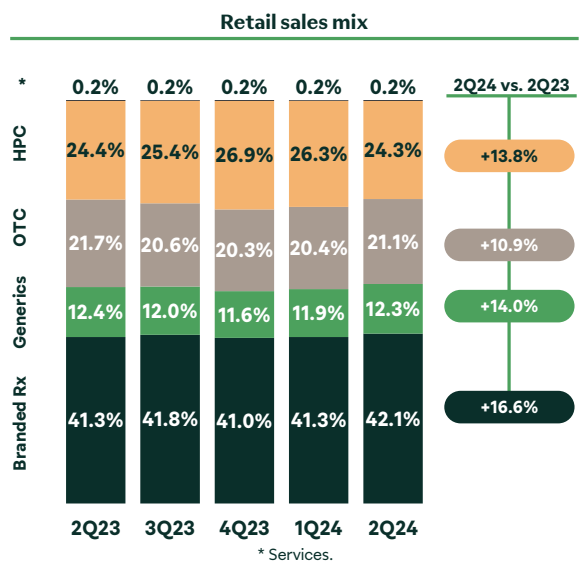
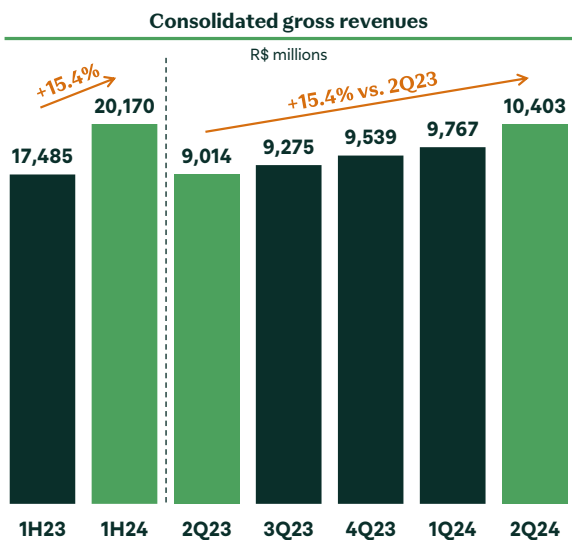
We continue to reinforce the role of our pharmacies in the integral health journey of our customers. We already count 2.1 thousand health hubs offering an expanded portfolio of services, as well as 330 units licensed for vaccines. In the 2Q24, these pharmacies performed 1.9 million pharmaceutical services, including CATs (clinical analysis tests), vaccinations and other services.

Through these pharmaceutical services, we position our network of over 3 thousand pharmacies as health hubs within the communities they serve and strengthen our bonds with our almost 49 million active customers. These customers made over 102 million purchases in our ecosystem in the quarter while rating their in-store experience with an NPS of 90.

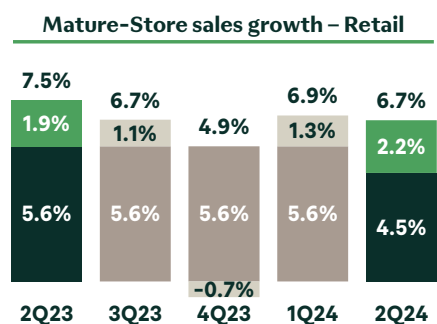
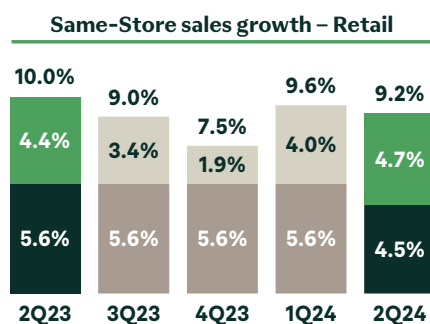
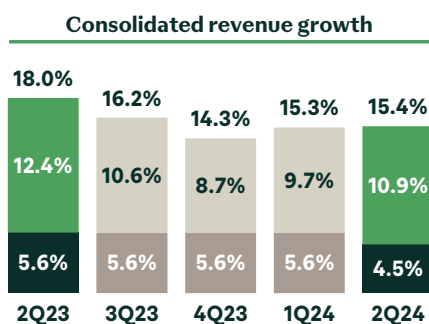
Another important bond with our customers is Stix, the leading coalition of loyalty programs in Brazilian retail, which includes partners such as Drogasil, Raia, Pão de Açúcar, Extra Mercado, Livelo, C&A, Sodimac, and more recently Shell gas stations. Stix allows the 8.0 million active customers in the coalition to earn and redeem points within the expanded ecosystem of nearly 8.5 thousand stores, with 3.8 million customers using the program at more than one partner. In the 2Q24, Stix recorded a growth of +103% in the number of customers earning points and of +121% in the number of customers redeeming points when compared to the same period of the previous year.

**↔ GROSS REVENUES**

We ended the 2Q24 with a record gross revenue of R\$ 10,402.6 million, a growth of 15.4%. Our retail sales grew 14.5% in the 2Q24, with 4Bio contributing with 0.9 pp. We highlight that the new annual drug price adjustment of 4.5% authorized by CMED came into effect at the beginning of April, in contrast to the 5.6% adjustment authorized in 2023, representing a pressure of 1.1 pp. Additionally, we recorded a positive calendar effect of 0.9 pp, mainly due to the early Easter holiday happening in the 1Q24.



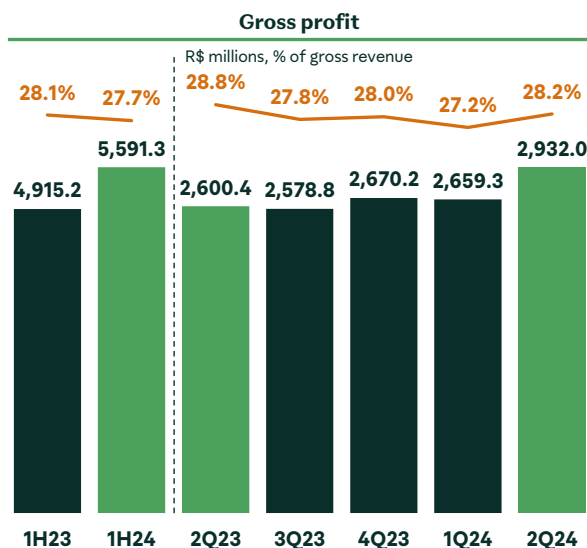
The highlight of the quarter was Branded RX with a growth of 16.6% while generics grew 14.0% and HPC 13.8%. Lastly, OTC grew by 10.9% despite a pressure in respiratory products due to an unusually warm winter and the high comparison base which still includes revenues from COVID-19 tests.



We recorded in the 2Q24 a same-store sales growth of 9.2%. We highlight the fact that our stores have a 3-year maturation curve and, with 25.9% of pharmacies still in this maturation process, same-store sales growth includes the effects of this initial ramp-up.

In mature stores, we recorded a growth of 6.7%, a 2.2 pp real growth above the CMED price readjustment of 4.5%.

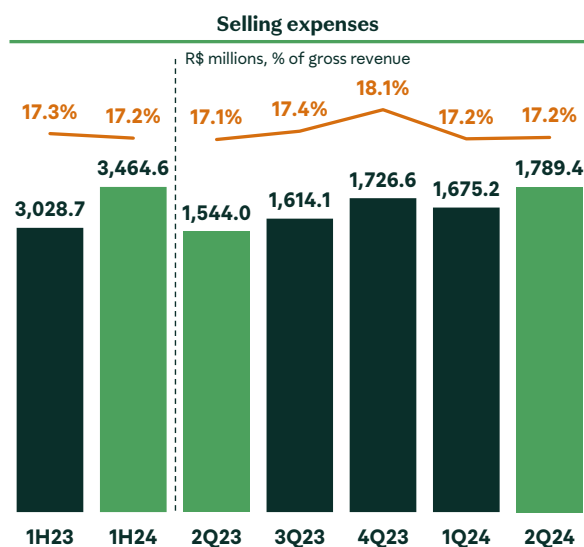
↔ **GROSS PROFIT**



Gross profit totaled R\$ 2,932.0 million in the 2Q24, with a gross margin of 28.2%, a contraction of 0.6 pp compared to the 2Q23. This contraction was mainly due to lower inflationary gains on inventories from the CMED price readjustment of 4.5% in 2024, compared to 5.6% in 2023, resulting in a gross margin pressure of 0.5 pp, and to the additional PIS/COFINS taxes on investment subsidies since the 1Q24, as established by Law No. 14,789/2023, resulting another 0.1 pp pressure.

We also had a 0.2 pp pressure due to the 4Bio mix effect, as a consequence of it growing above retail, and a 0.1 pp pressure from the non-cash NPV effect, mainly due to the lower SELIC interest rate. These pressures were partially offset by 0.3 pp gains stemming mostly from commercial initiatives.

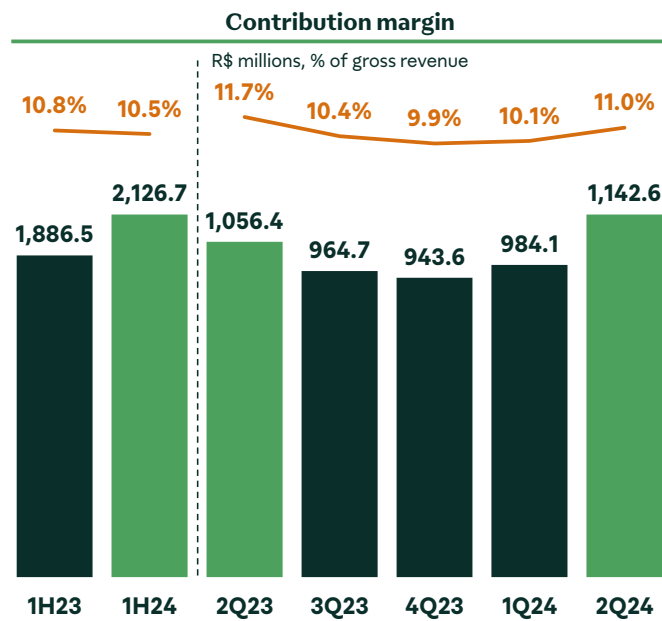
↔ **SELLING EXPENSES**



Selling expenses totaled R\$ 1,789.4 million in the 2Q24, equivalent to 17.2% of gross revenue and an increase of 0.1 pp compared to the 2Q23. We recorded pressures of 0.1 pp from payment methods, of 0.1 pp from logistics personnel expenses, of 0.1 pp in software licenses and of 0.1 pp in other expenses, partially offset by dilutions of 0.2 pp in rentals and of 0.1 pp in marketing expenses.

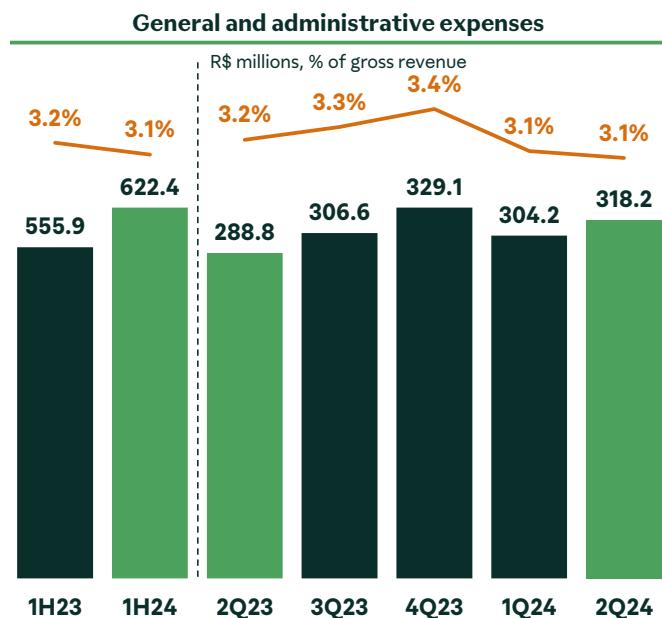
In the 1H24, we recorded a 0.1 pp dilution when compared to the 1H23, mainly due to the real mature-store sales growth.

↔ **CONTRIBUTION MARGIN**



The contribution margin in the 2Q24 was R\$ 1,142.6 million, an increase of 8.2% over the 2Q23 and a margin contraction of 0.7 pp to 11.0% of gross revenue, mainly due to the lower gross margin as a consequence of the 0.5 pp pressure from lower inflationary gains on inventories.

↔ **GENERAL & ADMINISTRATIVE EXPENSES**

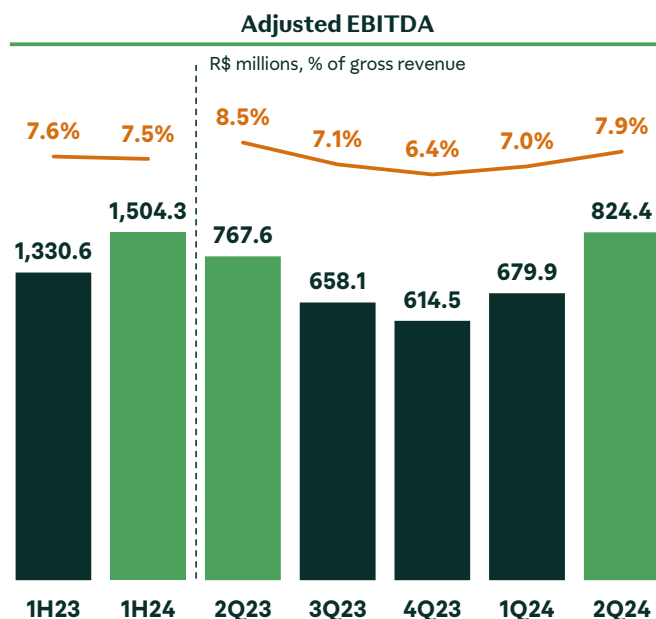


General and administrative expenses totaled R\$ 318.2 million in the 2Q24, equivalent to 3.1% of gross revenue. This represents a sequentially stable level compared to the 1Q24 and a dilution of 0.1 pp compared to the 2Q23, reflecting the robust sales performance in the quarter combined with the Company's efforts to manage these expenses.

In the 1H24, general and administrative expenses represented 3.1% of gross revenue, also with a dilution of 0.1 pp in comparison to the 1H23.



↔ **EBITDA**



We achieved an adjusted EBITDA of R\$ 824.4 million in the 2Q24, an increase of 7.4% compared to the 2Q23. The EBITDA margin was 7.9%, a contraction of 0.6 pp compared to the 2Q23, in line with the pressures of 0.5 pp from the lower inflationary gains on inventories and of 0.1 pp from the additional PIS/COFINS taxes on investment subsidies.

In 1H24, we recorded an adjusted EBITDA of R\$ 1,504.3 million, an increase of 13.1% compared to the 1H23. The EBITDA margin was 7.5%, a contraction of 0.1 pp compared to the 1H23, despite the pressures of the quarter.

↔ **EBITDA RECONCILIATION AND NON-RECURRING RESULTS**

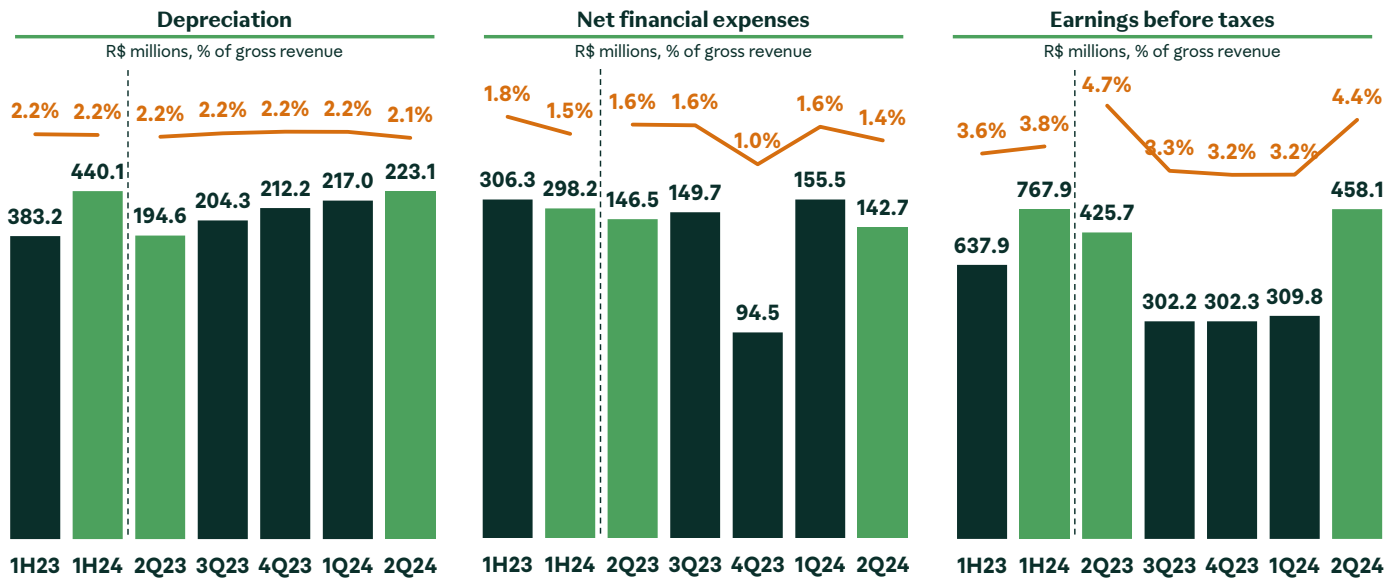
<b>EBITDA Reconciliation (R\$ millions)</b>	<b>2Q24</b>	<b>2Q23</b>
<b>Net income</b>	<b>348.4</b>	<b>363.2</b>
Income tax	97.3	83.6
Equity Equivalence	0.5	0.8
Financial Result	142.7	146.5
<b>EBIT</b>	<b>588.9</b>	<b>594.1</b>
Depreciation and amortization	223.1	194.6
<b>EBITDA</b>	<b>812.0</b>	<b>788.7</b>
Social investments and donations	4.0	2.8
Tax effects and other non-recurring from previous years	1.3	(21.3)
Asset write-offs	0.9	(2.6)
Other non-recurring/non-operating effects	6.2	-
<b>Non-recurring/non-operating expenses</b>	<b>12.4</b>	<b>(21.1)</b>
<b>Adjusted EBITDA</b>	<b>824.4</b>	<b>767.6</b>

In the 2Q24, we recorded R\$ 12.4 million in net non-recurring expenses. This includes R\$ 4.0 million in social investments and donations, R\$ 1.3 million from tax effects and other expenses related to previous years, R\$ 0.9 million in asset write-offs and R\$ 6.2 million in other non-recurring expenses, including R\$ 4.8 million in losses related to the floods in the state of Rio Grande do Sul that were not covered by insurance.

↔ **DEPRECIATION, NET FINANCIAL EXPENSES AND EARNINGS BEFORE TAXES**

Depreciation expenses amounted to R\$ 223.1 million in the 2Q24, equivalent to 2.1% of gross revenue, diluting 0.1 pp when compared to the 2Q23.

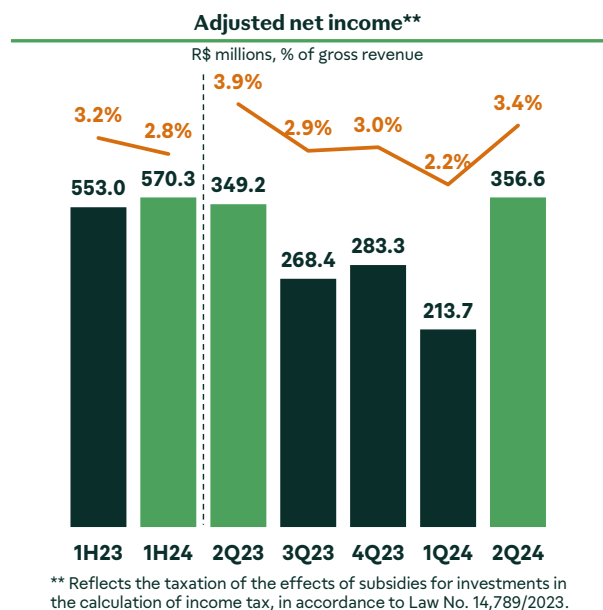
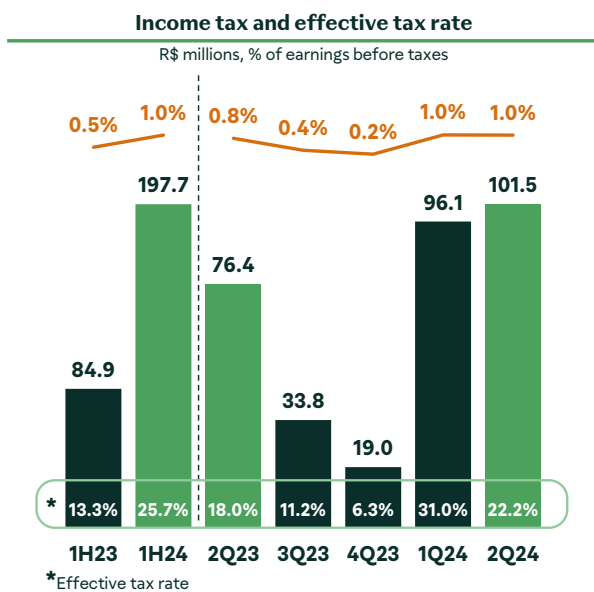
Net financial expenses represented 1.4% of gross revenues in the 2Q24, a reduction of 0.2 pp compared to the 2Q23. Of the R\$ 142.7 million, R\$ 90.7 million refer to the actual interests accrued on financial liabilities, equivalent to 0.9% of gross revenue, a 0.2 pp decrease when compared to the 2Q23 mostly due to the SELIC interest rate. We also recorded R\$ 49.7 million in non-cash NPV adjustments, equivalent to 0.5% of gross revenue and stable when compared to the 1Q23, and R\$ 2.3 million in interest related to invested companies.



We recorded an EBT of R\$ 458.1 million in the 2Q24, equivalent to 4.4% of gross revenue, an increase of 7.6% compared to 2Q23 and a margin contraction of 0.3 pp.

In the 1H24, we recorded an EBT of R\$ 767.9 million, equivalent to 3.8% of gross revenue, with an increase of 20.4% compared to the 1H23 and a margin expansion of 0.2 pp, despite the pressures of the quarter.

**INCOME TAXES AND NET INCOME**



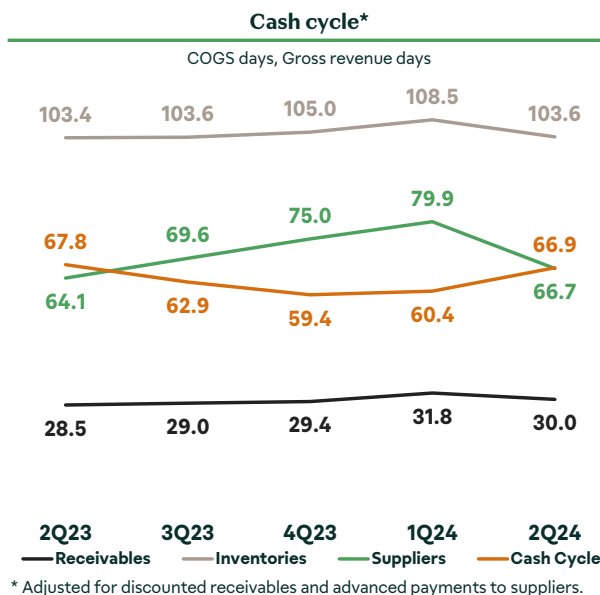
We recorded an increase of +133% in our income tax in the 1H24, with R\$ 101,5 million in the 2Q24. This was equal to 1.0% of gross revenue in the quarter, a 0.2 pp increase when compared to the 2Q23. The effective tax rate was 22.2% of the EBT, an increase of 4.2 pp. This increase includes a negative impact of 7.2 pp due to the start of taxation on investment subsidies and 2.4 pp to the smaller provisioning of interest on equity, both in accordance to Law No. 14,789/2023, partially offset by a 4.8 pp reduction from non-recurring adjustments regarding previous years and by 0.6 pp from other effects.

It is worth noting the Company filed lawsuits questioning the effects of the new Law and awaits their judgement, having already received a partially favorable injunction.

This resulted in an adjusted net income of R\$ 356.6 million in the 2Q24, a 2.1% increase compared to the 2Q23. The net margin was 3.4% of gross revenue, a 0.5 pp contraction compared to 2Q24, despite the pressures of the quarter.



↔ **CASH CYCLE**



The cash cycle in the 2Q24 was of 66.9 days, a reduction of 0.9 days compared to the 2Q23.

↔ **CASH FLOW**

Cash flow (R\$ millions)	2Q24	2Q23	1H24	1H23
<b>Adjusted EBIT</b>	<b>601.3</b>	<b>573.0</b>	<b>1,064.2</b>	<b>947.4</b>
NPV adjustment	(37.1)	(39.5)	(80.4)	(88.0)
Non-recurring expenses	(12.4)	21.1	(13.4)	25.1
Income tax (34%)	(187.6)	(188.6)	(329.9)	(300.7)
Depreciation	222.2	195.2	438.3	383.7
Others	9.0	(62.3)	(65.4)	(41.4)
<b>Resources from operations</b>	<b>595.4</b>	<b>499.0</b>	<b>1,013.3</b>	<b>926.1</b>
Cash cycle*	(750.5)	(896.7)	(1,057.8)	(1,069.9)
Other assets (liabilities)**	126.4	211.6	91.0	143.4
<b>Operating cash flow</b>	<b>(28.7)</b>	<b>(186.1)</b>	<b>46.6</b>	<b>(0.4)</b>
Investments	(274.6)	(300.0)	(468.0)	(527.9)
<b>Free cash flow</b>	<b>(303.4)</b>	<b>(486.2)</b>	<b>(421.4)</b>	<b>(528.3)</b>
M&A and other investments	3.0	(17.6)	(10.8)	(30.5)
Interest on equity and dividends	(237.4)	(226.5)	(237.6)	(226.5)
Income tax paid over interest on equity	(10.3)	-	(10.3)	-
Net financial expenses***	(93.0)	(102.3)	(202.9)	(209.7)
Tax benefit (fin. exp., IoE, dividends)	57.8	69.4	120.5	133.2
<b>Total Cash Flow</b>	<b>(583.2)</b>	<b>(763.1)</b>	<b>(762.6)</b>	<b>(861.8)</b>

\*Includes adjustments to discounted receivables.

\*\*Includes NPV adjustments.

\*\*\*Excludes NPV adjustments.

In the 2Q24, we recorded a negative free cash flow of R\$ 303.4 million, with a total cash consumption of R\$ 583.2 million. Resources from operations totaled R\$ 595.4 million, equivalent to 5.7% of gross revenue. We recorded a working capital consumption of R\$ 624.1 million, resulting in a negative operating cash flow of R\$ 28.7 million, due to the seasonal peak in working capital that occurs in the second quarter.

Of the R\$ 274.6 million invested in the quarter, R\$ 112.4 million were used for the opening of new pharmacies, R\$ 53.4 million for the renovation of existing units, R\$ 87.6 million for IT, R\$ 16.6 million in logistics and R\$ 4.6 million in other projects. Additionally, we recorded a positive flow of R\$ 3.0 million in subsidiaries.

In the 2Q24, net financial expenses resulted in payments of R\$ 93.0 million. These were partially offset by R\$ 57.8 million in tax benefits related to net financial expenses and to interest on equity. Lastly, we provisioned R\$ 77.1 million in interest on equity, compared to the R\$ 102.0 million provisioned in the 2Q23.

◆ **INDEBTEDNESS**

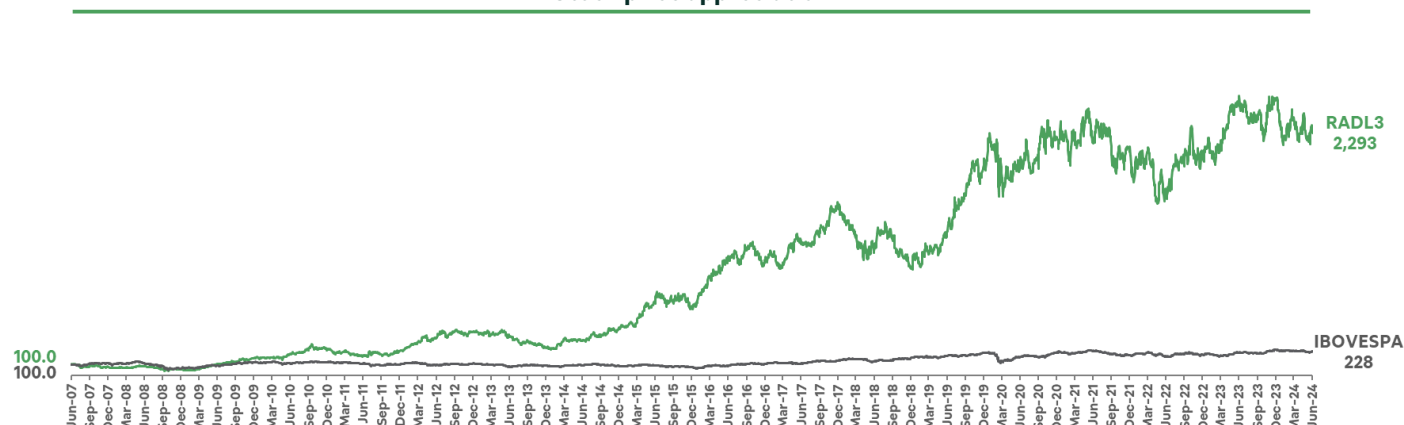
<b>Net Debt (R\$ millions)</b>	<b>2Q23</b>	<b>3Q23</b>	<b>4Q23</b>	<b>1Q24</b>	<b>2Q24</b>
Short-term Debt	569.8	581.0	604.6	311.9	415.4
Long-term Debt	1,833.8	2,523.5	2,526.1	2,528.0	3,003.3
<b>Total Gross Debt</b>	<b>2,403.6</b>	<b>3,104.5</b>	<b>3,130.7</b>	<b>2,839.9</b>	<b>3,418.7</b>
(-) Cash and Equivalents	345.3	593.6	412.3	412.6	369.7
<b>Net Debt</b>	<b>2,058.3</b>	<b>2,510.9</b>	<b>2,718.4</b>	<b>2,427.3</b>	<b>3,049.1</b>
Discounted Receivables	752.4	47.8	-	449.7	523.5
Advances to suppliers	-	(12.6)	(49.6)	(60.1)	(56.0)
Put/Call options of investments (estimated)	96.8	98.2	98.2	129.3	12.9
<b>Adjusted Net Debt</b>	<b>2,907.4</b>	<b>2,644.3</b>	<b>2,766.9</b>	<b>2,946.3</b>	<b>3,529.5</b>
<b>Adjusted Net Debt / EBITDA</b>	<b>1.2x</b>	<b>1.0x</b>	<b>1.1x</b>	<b>1.1x</b>	<b>1.3x</b>

We ended the 2Q24 with an adjusted net debt of R\$ 3,529.5 million, corresponding to a leverage of 1.3x the adjusted EBITDA of the last 12 months, considering the seasonal peak in working capital. Our adjusted net debt considers R\$ 523.5 million in discounted receivables, R\$ 56.0 million in advanced payments to suppliers, and R\$ 12.9 million in liabilities related to the put option granted and/or call option obtained for the acquisition of the remaining equity of invested companies.

At the end of the quarter, our gross debt totaled R\$ 3,418.7 million, of which 93.4% corresponds to debentures and Certificates of Real Estate Receivables (CRIs), with the remaining 6.6% corresponding to other credit lines. Of the total debt, 88% is due in the long-term and 12% in the short-term. We ended the quarter with a total cash and equivalents position of R\$ 369.7 million.

◆ **TOTAL SHAREHOLDER RETURNS**

**Stock price appreciation**



Our share price decreased by 6.2% in the 2Q24, a decrease 2.9 pp greater than the 3.3% for the IBOVESPA. During the period, the average daily financial volume (ADTV) was of R\$ 166 million.

Since the IPO of Drogasil in 2007, we achieved a cumulative share appreciation of 2,193% compared to an appreciation of only 128% for the IBOVESPA. Including the payment of interest on equity and dividends, we generated an average annual total return to shareholders of 21.0%.

Considering the IPO of Raia in 2010, the cumulative return amounted to 817% compared to an increase of only 82% for the IBOVESPA. Considering the payment of interest on equity and dividends, this resulted in an average annual total return to shareholders of 18.3%.

**IFRS-16**

Since 2019, our financial statements have been prepared in accordance with IFRS 16. In order to preserve historic comparability, the figures in this report are presented under IAS 17, the previous reporting standard, which we believe best represents the economic performance of our operations.

Financial statements in both IAS 17 and IFRS 16 are also available at our website [ir.rdsaude.com.br](http://ir.rdsaude.com.br) under Results Spreadsheet.

<b>Income Statement</b> (R\$ millions)	<b>2Q24</b>		<b>Change</b>
	<b>IAS 17</b>	<b>IFRS 16</b>	<b>Δ 2Q24</b>
<b>Gross Revenue</b>	<b>10,402.6</b>	<b>10,402.6</b>	<b>0.0</b>
<b>Gross Profit</b>	<b>2,932.0</b>	<b>2,932.0</b>	<b>0.0</b>
Gross Margin	28.2%	28.2%	0.0 pp
Selling Expenses	(1,789.4)	(1,503.4)	286.0
G&A	(318.2)	(316.4)	1.8
<b>Total Expenses</b>	<b>(2,107.6)</b>	<b>(1,819.7)</b>	<b>287.8</b>
as % of Gross Revenue	20.3%	17.5%	(2.8 pp)
<b>Adjusted EBITDA</b>	<b>824.4</b>	<b>1,112.3</b>	<b>287.8</b>
as % of Gross Revenue	7.9%	10.7%	2.8 pp
Non-Recurring Expenses / Revenues	(12.4)	(9.4)	3.0
Depreciation and Amortization	(223.1)	(448.3)	(225.2)
Financial Results	(142.7)	(238.1)	(95.4)
Equity Equivalence	(0.5)	(0.6)	(0.1)
Income Tax	(97.3)	(87.2)	10.1
<b>Net Income</b>	<b>348.4</b>	<b>328.7</b>	<b>(19.7)</b>
as % of Gross Revenue	3.3%	3.2%	(0.1 pp)

<b>Balance Sheet</b> (R\$ millions)	<b>2Q24</b>		<b>Change</b>
	<b>IAS 17</b>	<b>IFRS 16</b>	<b>Δ 2Q24</b>
<b>Assets</b>	<b>16,962.9</b>	<b>20,705.5</b>	<b>3,742.6</b>
<b>Current Assets</b>	<b>11,949.8</b>	<b>11,949.8</b>	<b>0.0</b>
<b>Non-Current Assets</b>	<b>5,013.1</b>	<b>8,755.7</b>	<b>3,742.6</b>
Income Tax and Social Charges deferred	75.2	166.7	91.5
Other Credits	11.0	10.5	(0.4)
Right of use	0.0	3,651.6	3,651.6
<b>Liabilities and Shareholder's Equity</b>	<b>16,962.9</b>	<b>20,705.5</b>	<b>3,742.6</b>
<b>Current Liabilities</b>	<b>6,999.3</b>	<b>7,900.2</b>	<b>900.9</b>
Financial Leases	0.0	909.7	909.7
Other Accounts Payable	361.7	352.9	(8.8)
<b>Non-Current Liabilities</b>	<b>3,442.5</b>	<b>6,615.3</b>	<b>3,172.7</b>
Financial Leases	0.0	3,251.6	3,251.6
Income Tax and Social Charges Deferred	78.8	0.0	(78.8)
<b>Shareholder's Equity</b>	<b>6,521.1</b>	<b>6,190.1</b>	<b>(331.0)</b>
Income Reserves	1,871.2	1,577.4	(293.8)
Accrued Income	404.9	367.8	(37.1)
Non Controller Interest	13.6	13.5	(0.1)

<b>Cash Flow (R\$ millions)</b>	<b>2Q24</b>		<b>Change</b>
	<b>IAS 17</b>	<b>IFRS 16</b>	<b>Δ 2Q24</b>
<b>Adjusted EBIT</b>	<b>601.3</b>	<b>664.0</b>	<b>62.7</b>
Non-Recurring Expenses	(12.4)	(9.4)	3.0
Income Tax (34%)	(187.6)	(210.0)	(22.3)
Depreciation	222.2	448.3	226.1
Rental Expenses	0.0	(290.9)	(290.9)
Others	9.0	30.4	21.4
<b>Resources from Operations</b>	<b>595.4</b>	<b>595.4</b>	<b>0.0</b>
<b>Operating Cash Flow</b>	<b>(28.7)</b>	<b>(28.7)</b>	<b>0.0</b>
<b>Investments</b>	<b>(274.6)</b>	<b>(274.6)</b>	<b>0.0</b>
<b>Free Cash Flow</b>	<b>(303.4)</b>	<b>(303.4)</b>	<b>0.0</b>
<b>Total Cash Flow</b>	<b>(583.2)</b>	<b>(583.2)</b>	<b>0.0</b>

\*Includes adjustments to discounted receivables.

\*\*Includes NPV adjustments

\*\*\*Excludes NPV adjustments

## ↔ RESULTS CONFERENCE CALLS

**August 07<sup>th</sup> 2024, 10:00 AM (BRT),  
with simultaneous translation to English.**

### Access Link

<https://www.resultadosrdsaude.com.br/>

For more information, please contact our Investor Relations department: [ri@rdsaude.com.br](mailto:ri@rdsaude.com.br)

<b>Consolidated Adjusted Income Statement</b>	<b>2Q23</b>	<b>2Q24</b>
(R\$ thousands)	Reclassified	
<b>Gross Revenue</b>	<b>9,013,830</b>	<b>10,402,635</b>
Taxes, Discounts and Returns	(581,162)	(715,415)
<b>Net Revenue</b>	<b>8,432,668</b>	<b>9,687,220</b>
Cost of Goods Sold	(5,832,248)	(6,755,221)
<b>Gross Profit</b>	<b>2,600,421</b>	<b>2,931,999</b>
Operational (Expenses) Revenues		
Sales	(1,543,981)	(1,789,368)
General and Administrative	(288,814)	(318,198)
<b>Operational Expenses</b>	<b>(1,832,796)</b>	<b>(2,107,566)</b>
<b>EBITDA</b>	<b>767,625</b>	<b>824,433</b>
Depreciation and Amortization	(194,595)	(223,099)
<b>Operational Earnings before Financial Results</b>	<b>573,030</b>	<b>601,334</b>
Financial Expenses	(246,784)	(248,526)
Financial Revenue	100,245	105,838
<b>Financial Expenses/Revenue</b>	<b>(146,539)</b>	<b>(142,689)</b>
Equity Equivalence	(837)	(527)
<b>Earnings before Income Tax and Social Charges</b>	<b>425,654</b>	<b>458,119</b>
Income Tax and Social Charges	(76,430)	(101,529)
<b>Net Income</b>	<b>349,225</b>	<b>356,590</b>

<b>Consolidated Income Statement</b>	<b>2Q23</b>	<b>2Q24</b>
(R\$ thousands)	Reclassified	
<b>Gross Revenue</b>	<b>9,013,830</b>	<b>10,402,635</b>
Taxes, Discounts and Returns	(581,162)	(715,415)
<b>Net Revenue</b>	<b>8,432,668</b>	<b>9,687,220</b>
Cost of Goods Sold	(5,832,248)	(6,755,221)
<b>Gross Profit</b>	<b>2,600,421</b>	<b>2,931,999</b>
Operational (Expenses) Revenues		
Sales	(1,543,981)	(1,789,368)
General and Administrative	(288,814)	(318,198)
Other Operational Expenses, Net	21,105	(12,406)
<b>Operational Expenses</b>	<b>(1,811,691)</b>	<b>(2,119,972)</b>
<b>EBITDA</b>	<b>788,729</b>	<b>812,027</b>
Depreciation and Amortization	(194,595)	(223,099)
<b>Operational Earnings before Financial Results</b>	<b>594,134</b>	<b>588,928</b>
Financial Expenses	(246,784)	(248,526)
Financial Revenue	100,245	105,838
<b>Financial Expenses/Revenue</b>	<b>(146,539)</b>	<b>(142,689)</b>
Equity Equivalence	(837)	(527)
<b>Earnings before Income Tax and Social Charges</b>	<b>446,759</b>	<b>445,712</b>
Income Tax and Social Charges	(83,605)	(97,311)
<b>Net Income</b>	<b>363,154</b>	<b>348,401</b>

<b>Assets</b> (R\$ thousands)	<b>2Q23</b>	<b>2Q24</b>
Cash and Cash Equivalents	345,309	369,660
Financial Investments	25,126	-
Accounts Receivable	2,066,982	2,910,131
Inventories	6,627,088	7,693,557
Taxes Receivable	415,125	323,992
Other Accounts Receivable	313,960	515,502
Anticipated Expenses	102,146	134,643
Deposit in Court	-	2,334
<b>Current Assets</b>	<b>9,895,736</b>	<b>11,949,819</b>
Deposit in Court	132,501	243,988
Taxes Receivable	115,840	253,203
Income Tax and Social Charges deferred	24,067	75,242
Other Credits	6,523	10,953
Investments	2,829	9,755
Property, Plant and Equipment	2,276,261	2,475,944
Intangible	1,814,232	1,943,991
<b>Non-Current Assets</b>	<b>4,372,253</b>	<b>5,013,076</b>
<b>TOTAL ASSETS</b>	<b>14,267,989</b>	<b>16,962,895</b>
<b>Liabilities and Shareholder's Equity</b> (R\$ thousands)	<b>2Q23</b>	<b>2Q24</b>
Suppliers	4,105,650	4,897,662
Loans and Financing	569,822	415,442
Salaries and Social Charges Payable	626,385	716,546
Taxes Payable	310,176	411,332
Dividend and Interest on Equity	160,560	134,047
Provision for Lawsuits	52,139	62,590
Other Accounts Payable	319,987	361,657
<b>Current Liabilities</b>	<b>6,144,719</b>	<b>6,999,277</b>
Loans and Financing	1,833,783	3,003,280
Provision for Lawsuits	57,650	261,940
Income Tax and Social Charges deferred	140,180	78,824
Other Accounts Payable	229,386	98,471
<b>Non-Current Liabilities</b>	<b>2,260,999</b>	<b>3,442,516</b>
Common Stock	4,000,000	4,000,000
Capital Reserves	125,746	157,623
Revaluation Reserve	11,273	11,148
Income Reserves	1,281,229	1,871,215
Accrued Income	377,272	404,935
Equity Adjustments	(3,148)	62,571
Non Controller Interest	69,899	13,611
<b>Shareholder's Equity</b>	<b>5,862,271</b>	<b>6,521,103</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>14,267,989</b>	<b>16,962,895</b>



<b>Cash Flow</b> (R\$ thousands)	<b>2Q23</b>	<b>2Q24</b>
<b>Earnings before Income Tax and Social Charges</b>	<b>353,338</b>	<b>348,405</b>
<b>Adjustments</b>		
Depreciation and Amortization	195,201	222,168
Compensation plan with restricted shares, net	9,803	11,713
Interest over additional stock option	2,089	1,348
PP&E and Intangible Assets residual value	(7,138)	1,817
Provisioned Lawsuits	18,162	23,920
Provisioned Inventory Loss	13,579	3,907
Provision for Doubtful Accounts	1,070	6,337
Provisioned Store Closures	(4,361)	(1,130)
Interest Expenses	80,314	87,982
Debt Issuance Costs Amortization	1,027	(166)
Equity Equivalence Result	837	588
Gains from business combination	-	59,708
	<b>663,921</b>	<b>766,597</b>
<b>Assets and Liabilities variation</b>		
Clients and Other Accounts Receivable	560,478	47,459
Inventories	150,415	(20,144)
Other Short Term Assets	13,128	(14,740)
Long Term Assets	(18,765)	(17,448)
Suppliers	(999,708)	(699,889)
Salaries and Social Charges	100,078	111,590
Taxes Payable	21,877	41,139
Other Liabilities	(851)	(50,337)
Rents Payable	220	4,404
<b>Cash from Operations</b>	<b>490,793</b>	<b>168,631</b>
Interest Paid	(61,502)	(56,007)
Income Tax and Social Charges Paid	-	(55,078)
Paid lawsuits	(18,635)	(20,648)
<b>Net Cash from (invested) Operational Activities</b>	<b>410,656</b>	<b>36,898</b>
<b>Investment Activities Cash Flow</b>		
PP&E and Intangible Acquisitions	(316,220)	(271,720)
PP&E Sale Payments	-	71
Cash from incorporated company	(1,445)	-
<b>Net Cash from Investment Activities</b>	<b>(317,665)</b>	<b>(271,649)</b>
<b>Financing Activities Cash Flow</b>		
Funding	173,345	600,000
Payments	(65,785)	(53,000)
Interest on Equity and Dividends Paid	(226,509)	(237,370)
Acquisition of share in investee, without change in control	-	(117,817)
<b>Net Cash from Funding Activities</b>	<b>(118,949)</b>	<b>191,813</b>
<b>Cash and Cash Equivalents in the beginning of the period</b>	<b>371,267</b>	<b>412,598</b>
Cash and Cash Equivalents net increase	(25,958)	(42,938)
<b>Cash and Cash Equivalents in the end of the period</b>	<b>345,309</b>	<b>369,660</b>