## EARNINGS RELEASE - THIRD QUARTER OF 2012

São Paulo, November 13, 2012. RaiaDrogasil S.A. (BM\&FBovespa: RADL3) announces today its results for the $3^{\text {rd }}$ quarter of 2012 (3Q12). The consolidated quarterly information of RaiaDrogasil S.A. and of its wholly-owned subsidiary Raia S.A. for the period ended September $30^{\text {th }}, 2012$ 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 2011.

In order to allow the comparison to our 2012 consolidated financials, we are supplementally presenting non-reviewed combined quarterly information of RaiaDrogasil S.A. and of Raia S.A. for 2011. This combined quarterly information represents a summation of the reviewed unconsolidated individual financial statements of RaiaDrogasil and of Raia for the fiscal year, without the equity effects of Raia recognized into RaiaDrogasil. The combined nonreviewed quarterly information for 2011 do not reflect the pro forma adjustments that would be necessary on the assumption that the operations of Raia and Drogasil would have occurred on the first day of the period, but instead may and should be considered as representative of our future results.

As a result of the creation of RaiaDrogasil, we incurred both in 2012 and in 2011 on certain non-recurring expenses related to the transaction and to the alignment of certain accounting practices between the entities, as well as on additional depreciation and amortization related to the allocation of the transaction purchase price (PPA) to acquired tangible and intangible assets in accordance with IFRS. To facilitate a better understanding and analysis of our operating performance, we are supplementally presenting adjusted results for 2012 and 2011 excluding the effects of non-recurring expenses.

## HIGHLIGHTS:

- Drugstores: 828 stores in operation (24 new store openings and three closings)
- Gross Revenues: $\mathbf{R} \$ 1,451.8$ million, $17.8 \%$ of growth ( $11.2 \%$ for same-store sales)
- Gross Margin: $26.2 \%$ of gross revenues, a 0.7 percentage point margin increase
- Adjusted EBITDA: R\$81.1 million, an increase of $\mathbf{1 8 . 6 \%}$
- Adjusted EBITDA Margin: 5.6\%, in line with the previous year
- Adjusted Net Income: R\$39.7 million, 2.7\% of net margin
- Cash Generation: R\$ 112.4 million

RADL3: R\$22.00/share
Number of Shares: 330,386,000
Market Cap: R\$7,268 million
Closing: November $12^{\text {th }}, 2012$

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| Combined Summary | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (R\$ thousand) |  |  |  |  |  |
| \# of Stores (end of period) | 743 | 776 | 785 | 807 | 828 |
| Store Openings |  |  | 40 | 9 | 26 |
| Store Closures | 3 | 7 | 0 | 4 | 24 |
| \# of Stores (average) | 733 | 759 | 781 | 795 | 819 |
| Head Count | 16,278 | 17,244 | 18,510 | 19,383 | 19,927 |
| \# of Tickets | 29,315 | 30,143 | 29,790 | 31,193 | 32,360 |
| Gross Revenues | $1,232,279$ | $1,287,973$ | $1,286,847$ | $1,375,186$ | $1,451,823$ |
|  |  |  |  |  |  |
| Gross Profit (Adjusted) | 314,639 | 337,867 | 327,176 | 386,922 | 380,484 |
| $\%$ of Gross Revenues | $25.5 \%$ | $26.2 \%$ | $25.4 \%$ | $28.1 \%$ | $26.2 \%$ |
| EBITDA (Adjusted) | 68,433 | 76,167 | 61,362 | 100,246 | 81,144 |
| $\%$ of Gross Revenues | $5.6 \%$ | $5.9 \%$ | $4.8 \%$ | $7.3 \%$ | $5.6 \%$ |
| Net Income (Adjusted) | 35,049 | 43,335 | 27,484 | 53,791 | 39,694 |
| $\%$ of Gross Revenues | $2.8 \%$ | $3.4 \%$ | $2.1 \%$ | $3.9 \%$ | $2.7 \%$ |

## STORE DEVELOPMENT

We ended the 3Q12 with 828 stores in operation through the opening of 24 new stores and the closing of three. We opened 18 Drogasil stores against only six Droga Raia stores in the quarter, due to the preparation of the incorporation of Raia S.A. by RaiaDrogasil S.A., which implied the opening suspension of the new Raia stores that were not fully licensed by the end of the 2Q12. These stores will be opened as RaiaDrogasil from the date of the incorporation, which is programmed for November $30^{\text {th }}, 2012$.

We have already opened a total of 59 stores and closed seven in 2012. At the end of the period, $34.3 \%$ of our stores were still undergoing maturation, and had not yet reached their full potential in terms of revenues and profitability.


We reached in the month of June a national market share of $9.1 \%$, an annual share increase of 0.4 percentage point. The chart below illustrates our geographic presence and the market share evolution in the states where we operate.


| Brasil | SP | DF | GO | ES | MG | PR | RJ | MS | MT | SC | RS | BA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $100.0 \%$ | $28.2 \%$ | $2.7 \%$ | $3.3 \%$ | $2.0 \%$ | $10.2 \%$ | $6.0 \%$ | $13.2 \%$ | $1.1 \%$ | $1.1 \%$ | $3.8 \%$ | $7.4 \%$ |



We gained market share in most markets where we operate. The main highlight was the significant increase achieved in the state of São Paulo, our main market, and also in Rio de Janeiro, where we recorded a 2.0 percentage point and 1.0 percentage point increase, respectively.

Another highlight was our growth in the Midwest region, with a 0.2 percentage point increase in Goiás, reversing a downward trend, and with a 0.3 percentage point expansion in Distrito Federal. This market share gain, together with the 26 new stores acquired from Drogaria Santa Marta to be opened in Goiás and with our recent entry into Mato Grosso (2Q12) and Mato Grosso do Sul (3Q12), where we recorded 2.9 and 3.0 of market share in the quarter, respectively, will allow us to consolidate our leadership in this important Brazilian region, where we will reach a total of 120 stores in the beginning of 2013.

We also strengthened our presence in Santa Catarina, a state in which we began operating in 2011 and reached 20 stores and $2.9 \%$ of market share in the quarter. Finally, we highlight our entry into the Northeast, the fastest growing region in Brazil, through the opening of six stores in Bahia, the region's main state both in economic and population terms. In the initial quarter of operations, we recorded a market share of $0.4 \%$ in the state.

## GROSS REVENUES

We recorded gross revenues of R\$ 1,451.8 million in the quarter, a $17.8 \%$ increase over the 3 Q 11 . We reached $11.2 \%$ of growth for our same store sales and $7.2 \%$ for our mature stores, those with three or more years in operation. It is important to mention that we had a calendar effect in the quarter that penalized our sales by $0.9 \%$ due to the fact that this quarter had less working days than in the same period of last year.


Our mature stores grew by $8.6 \%$ for Drogasil and by $5.7 \%$ for Droga Raia, both above the CPI (IPC-A) of $5.28 \%$ recorded in the period. Adjusted by the negative calendar effect, mature store growth would have been $9.5 \%$ at Drogasil and $6.6 \%$ at Droga Raia. It is important to highlight the differences between the comp basis of the 3Q11, when Drogasil posted mature stores growth of $5.1 \%$ against $10.5 \%$ for Droga Raia.


We recorded a $23.1 \%$ increase in Generics, our fastest growing category in the quarter, and of $18.7 \%$ in Hygiene and Personal Care. Generics share in our sales mix increased to $11.3 \%$, a 0.5 percentage point increase over the same period in the previous year.

Generics growth constitutes an important gross margin expansion lever, because they are significantly more profitable than branded pharmaceuticals. The main drivers of this growth have been the wave of new generics introductions and our improved execution in generics at our stores.

## GROSS PROFIT

We ended the 3Q12 with an adjusted gross margin of $26.2 \%$, a $20.9 \%$ increase and a 0.7 percentage point gross margin expansion over the 3Q11.

We recorded in the quarter an important change in tax regime, upon which RaiaDrogasil became its own substitute taxpayer in São Paulo. Therefore, instead of purchasing products with taxes previously retained by our suppliers on our behalf, we began paying our own ICMS (state taxes) when products are shipped to our stores. This allows us to convert into cash the retained ICMS on inventories ( $\mathrm{R} \$ 50.4$ million, equivalent to 4.5 days of cash cycle) as well as to offset taxes due with tax credits outstanding ( $\mathrm{R} \$ 73.1$ million, considering that $R \$ 23.5$ have already been offset in the quarter).

However, this new regime generated an increase in our tax burden for all products which suppliers distribute through an interdependent distributor, which belongs to the same economic group, as part of their tax planning. In this situation, our tax burden increases by the same amount of their tax breaks achieved through that fiscal structure, which represented an overall negative effect of 0.8 percentage point in our gross margins. Notwithstanding, we still achieved a 0.7 percentage point gross margin increase over the 3Q11.

## RaiaDrogasil

Adjusted Gross Profit
( $\$ \$$ million, \% of gross revenues)


*Excludes $R \$ 1.6$ million of PPA amortization on inventories in the $1 Q 12$ and $R \$ 7.1$ million in 2011, and $R \$ 23.3$ million of accounting alignment between Raia and Drogasil in 2011.

## SALES EXPENSES

Sales expenses totaled $\mathrm{R} \$ 261.3$ million in the quarter, amounting to $18.0 \%$ of gross revenues. We experienced a 1.4 percentage point increase when compared to the same period in 2011.


RaiaDrogasil

The increase in staff deployment and the annual salary readjustment penalized our sales expenses in existing stores at the end of the quarter by 0.8 percentage point. Furthermore, we also experienced a 0.2 percentage point increase in our commercial leases due to the steep appraisal of the Brazilian property market.

The opening of two new distribution centers over the last twelve months brought additional expenses of $\mathrm{R} \$ 2.6$ million in the 3Q12, equivalent to 0.2 percentage point of our gross revenues in the quarter. We are opening a new distribution center in Ribeirão Preto, in the countryside of São Paulo, which will allow us to support our expansion. In addition to this DC, which is still in the pre operational stage, we also opened our first distribution center in Rio de Janeiro in the 1Q12, with 8,400 square meters.

Our accelerated store development has impaired our capacity to absorb sales expenses. Pre operational expenses totaled $\mathrm{R} \$ 6.0$ million in the 3Q12, a $\mathrm{R} \$ 3.8$ million increase, equivalent to 0.3 percentage point over the previous year.

On a quarterly basis, we registered a total increase in our sales expenses of 0.4 percentage point over the 2Q12, which is fully explained by the salary readjustment of $6.5 \%$ granted in July, exceeding the annual CPI by $1.6 \%$.

GENERAL AND ADMINISTRATIVE EXPENSES
General and Administrative expenses amounted to $\mathrm{R} \$ 38.1$ million in the quarter, equivalent to $2.6 \%$ of our gross revenues, which represented a 0.8 percentage point decrease when compared to the same period in 2011.

Adjusted General and Administrative Expenses
Adjusted General and Administrative Expenses


* Excludes $\mathrm{R} \$ 3.5$ million of non-recurring expenses recorded in the 3 Q 12 ( $\mathrm{R} \$ 2.7$ million in consulting and severance expenses, $\mathrm{R} \$ 0.5$ million in store closures and $\mathrm{R} \$ 0.3$ in the incorporation of Raia into RaiaDrogasil), R\$ 2.7 million in the 2Q12 (consulting and store closures), R\$ 6.6 million in the 1 Q12 (consulting and severance expenses) and R\$ 35.3 million recorded in 2011 (general transaction expenses, including banking fees, consulting expenses and alignment of accounting practices).

We have enhanced the absorption of our corporate structure since the 3Q11 due to the unification of our top and middle management teams and to a limitation in new admissions. We also recorded in the quarter R\$ 4.9 million related to a reversion in our variable compensation allowance.

We emphasize that our reported expenses do not reflect non-recurring items related to the merger, such as consulting and advisory fees and severance expenses, which have totaled $\mathrm{R} \$ 3.5$ million in the quarter.

## EBITDA

We reached R\$81.1 million of adjusted EBITDA in the quarter, an $18.6 \%$ increase over the 3Q11. Our EBITDA margin remained at the same level, and represented $5.6 \%$ of gross revenues.

It is important to highlight that the stores that have been opened throughout the year or that were at pre-operational stage by the end of the 3Q12 penalized our EBITDA by R\$ 8.4 million in the quarter. Therefore, the 776 stores that we had in operation at the end of 2011, produced an adjusted EBITDA of $\mathrm{R} \$ 89.5$ million, equivalent to an EBITDA margin of $6.2 \%$ over gross revenues of $\mathrm{R} \$ 1.45$ billion in the quarter.


* Excludes $\mathrm{R} \$ 3.5$ million of non-recurring expenses in the 3Q12 ( $\mathrm{R} \$ 2.7$ million in consulting and severance expenses, $\mathrm{R} \$ 0.5$ in store closures and $\mathrm{R} \$ 0.3$ million in the merger of Raia by RaiaDrogasil), $\mathrm{R} \$ 2.7$ million in the 2Q12, $\mathrm{R} \$ 8.2$ million in the 1 Q 12 and $\mathrm{R} \$ 57.9$ million in 2011.

| EBITDA Reconciliation | 3Q11 | 3Q12 | 9M11 | 9 M 12 |
| :--- | ---: | ---: | ---: | ---: |
| (Rs thousand) |  |  |  |  |
| Net Income | $\mathbf{3 1 . 8}$ | $\mathbf{3 4 . 7}$ | $\mathbf{9 4 . 8}$ | $\mathbf{1 0 3 . 4}$ |
| Net Financial Expenses (Revenues) | $(6.5)$ | 1.6 | $(19.9)$ | 1.1 |
| Income Tax | 17.2 | 9.5 | 46.0 | 32.6 |
| Depreciation and Amortization | 23.3 | 31.9 | 67.3 | 91.2 |
| EBITDA | $\mathbf{6 5 . 8}$ | $\mathbf{7 7 . 7}$ | $\mathbf{1 8 8 . 2}$ | $\mathbf{2 2 8 . 3}$ |
| Consulting Expenses | 0.8 | 2.7 | 0.8 | 11.1 |
| Store Closures |  | 0.5 |  | 1.4 |
| Raia Merger |  | 0.3 |  | 0.3 |
| PPA Amortization over Inventories |  |  |  | 1.6 |
| Trade Allowance Alignment | $\mathbf{2 . 6}$ | $\mathbf{3 . 5}$ | $\mathbf{7 . 2}$ | $\mathbf{1 4 . 4}$ |
| Adjustments | $\mathbf{6 8 . 4}$ | $\mathbf{8 1 . 1}$ | $\mathbf{1 9 5 . 4}$ | $\mathbf{2 4 2 . 8}$ |
| Adjusted EBITDA | $5.6 \%$ | $5.6 \%$ | $5.7 \%$ | $5.9 \%$ |
| \% of Gross Revenues |  |  |  |  |

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## FINANCIAL EXPENSES, DEPRECIATION AND NET INCOME

Our net financial expenses totaled $\mathrm{R} \$ 1.6$ million in the quarter, equivalent to $0.1 \%$ of our gross revenues when compared to net financial revenues of $\mathrm{R} \$ 8.8$ million in 3Q11. This reduction stemmed from the cash consumption incurred in the last 12 months, which reduced net cash and financial income.

Depreciation totaled $\mathrm{R} \$ 27.8$ million, or $1.9 \%$ of gross revenues, and remained constant due to the maintenance of a strong investment pace.

We recorded an adjusted net income of $\mathrm{R} \$ 39.7$ million, a $13.4 \%$ increase over 2011, and net margin of $2.7 \%$.


* Excludes $\mathrm{R} \$ 5.0$ million of non-recurring expenses incurred in the 3 Q 12 ( $\mathrm{R} \$ 3.5$ million in general and administrative expenses and R\$ 1.5 million of PPA amortization, including income taxes), $\mathrm{R} \$ 4.5$ million in the 2Q12, $\mathrm{R} \$ 8.2$ million in the 1 Q 12 and $\mathrm{R} \$ 45.7$ million in 2011.

When considering the non-recurring expenses related to the transaction, net income totaled $\mathrm{R} \$ 34.7$ million, an increase of $9.1 \%$ over the 3Q11 and a net margin of $2.4 \%$ of gross revenues.

## CASH CYCLE

We invested 3.4 days of cash cycle when compared to the 3Q11, as shown below:
We reduced our cash cycle by 15.1 days when compared to previous quarter, and brought it in line with the same period in 2011. This significant cash cycle reduction reflects a realignment of our inventory levels across our distribution centers after a period of transitory pressures due to the rapid increase in the DC count.

## Cash Cycle

——Receivables Inventories $\longrightarrow$ Suppliers Cash Cycle


We recorded in the quarter an important change in tax regime, upon which RaiaDrogasil became its own substitute taxpayer in São Paulo. Therefore, instead of purchasing products with taxes previously retained by our suppliers on our behalf, we began paying our own ICMS (state taxes) when products are shipped to our stores.

This allows us to convert into cash the retained ICMS on inventories ( $R \$ 50.4$ million, equivalent to 4.5 days of cash cycle) as well as to offset taxes due with retained tax credits ( $\mathrm{R} \$ 73.1$ million). It is important to highlight that in the 3Q12 we were already able to convert $\mathrm{R} \$ 23.5$ million of outstanding tax credits.

As a result of this change, the ICMS on inventories ( $\mathrm{R} \$ 50.4$ million) was transferred to the taxes receivables line, and shall be converted into cash over the next quarters. This reduction in inventories contributed to a decrease in our cash cycle of 4.5 days.

## CASH FLOW

We experienced in the third quarter of 2012 a cash generation of $R \$ 112.4$ million.
We generated $\mathrm{R} \$ 71.6$ million in resources from operations, corresponding to $4.9 \%$ of our gross sales, an increase of $12.4 \%$ over 2011, and employed $\mathrm{R} \$ 97.4$ million in working capital, when compared to a reduction in working capital of $R \$ 10.6$ million in the 3Q11. Of this amount, $R \$ 23.5$ million was of the use of remaining tax credits.

## RaiaDrogasil

We also invested $R \$ 56.6$ million in the quarter: $\mathrm{R} \$ 30.8$ million in store development, $\mathrm{R} \$ 7.6$ million in the maintenance of existing stores, and $\mathrm{R} \$ 18.2$ million in the upgrade of our infrastructure.

We accrued $\mathrm{R} \$ 14.5$ million in interest on equity in the quarter.

| Cash Flow | 3 Q12 | 3011 | 9 M 12 | $9 \mathrm{M11}$ |
| :---: | :---: | :---: | :---: | :---: |
| (R\$ million) |  |  |  |  |
| EBT | 44.2 | 49.1 | 136.0 | 140.8 |
| (-) Income Tax | (12.1) | (12.6) | (18.2) | (25.9) |
| (+) Depreciation | 31.9 | 23.3 | 91.2 | 67.3 |
| (-) Other Adjustments | 7.5 | 3.9 | 19.7 | 13.6 |
| Resources from Operations | 71.6 | 63.7 | 228.6 | 195.8 |
| Cash Cycle* | 103.1 | 1.4 | (158.8) | (305.8) |
| ICMS Recovery | 23.5 | - | 43.2 | - |
| Others | (29.2) | 9.2 | (51.7) | 21.3 |
| Operations | 169.0 | 74.3 | 61.2 | (88.8) |
| Investments | (56.6) | (43.0) | (144.9) | (97.7) |
| Total Cash Flow | 112.4 | 31.3 | (83.7) | (186.5) |

* Cash cycle includes variation in accounts receivables, inventories and suppliers
** Does not include financing cash flow


## CAPITAL MARKETS

Considering the stock price of $\mathrm{R} \$ 22.00$ on November $12^{\text {th }}$, 2012, we recorded a cumulative return of $69.6 \%$ in 2012 . Our appreciation exceeded IBOVESPA's by 69.1 percentage points, reflecting our performance, the trust bestowed on us by our investors and the increasing understanding that the pharmaceutical retail is a defensive sector that remains relatively immune from adverse macroeconomic conditions.

In the 3Q12, our average daily trading volume was of $\mathrm{R} \$ 22.1$ million, when compared to the average liquidity of $\mathrm{R} \$ 18.9$ million that we recorded since the beginning of 2012.

## RaiaDrogasil

The chart below highlights the increase in our stock price since the IPO of Drogasil in June 2007. We achieved a cumulative increase of $292.9 \%$ when compared to $4.9 \%$ registered by the IBOVESPA over the same period, a compounded annual return of $29.0 \%$ in the period.

For those who invested at the Raia IPO in December of 2010, the cumulative return in the period amounted to $110.0 \%$ when compared to a decrease of $16.1 \%$ recorded by the IBOVESPA, a compounded annual return of $47.6 \%$ in the period.

## Share Evolution

(Base 100)


## RaiaDrogasil

Adjusted Income Statement
( $R \$$ thousand)

## Gross Revenues

Taxes, Discounts and Returns

## Net Revenues

Cost of Goods Sold

## Gross Profit

Operational (Expenses) Revenues Sales

General and Administrative
Other Operational Expenses, Net
Operational Expenses

EBITDA

Depreciation and Amortization

Operational Earnings before Financial Results

Financial Expenses
Financial Revenues
Financial Expenses/Revenues

Earnings before Income Tax and Social Charges

Income Tax and Social Charges

## Net Income

| 3Q11 | 3Q12 | 9 M 11 | 9 M 12 |
| :---: | :---: | :---: | :---: |
| 1,232,279 | 1,451,823 | 3,442,061 | 4,113,856 |
| $(47,645)$ | $(55,612)$ | $(132,961)$ | $(157,139)$ |
| 1,184,635 | 1,396,211 | 3,309,100 | 3,956,717 |
| $(869,995)$ | $(1,015,727)$ | $(2,434,114)$ | $(2,862,136)$ |
| 314,639 | 380,484 | 874,985 | 1,094,581 |
| $(204,500)$ | $(261,255)$ | $(567,545)$ | $(726,624)$ |
| $(41,707)$ | $(38,085)$ | $(112,060)$ | $(125,205)$ |
| $(246,207)$ | $(299,340)$ | $(679,605)$ | $(851,829)$ |
| 68,433 | 81,144 | 195,380 | 242,752 |
| $(23,310)$ | $(27,831)$ | $(67,257)$ | $(79,054)$ |
| 45,123 | 53,313 | 128,123 | 163,698 |
| $(4,564)$ | $(4,650)$ | $(16,711)$ | $(14,077)$ |
| 13,375 | 3,086 | 40,848 | 12,931 |
| 8,811 | $(1,564)$ | 24,137 | $(1,146)$ |
| 53,934 | 51,749 | 152,260 | 162,552 |
| $(18,885)$ | $(12,055)$ | $(44,237)$ | $(41,581)$ |
| 35,049 | 39,694 | 108,023 | 120,971 |

## RaiaDrogasil

| Income Statement | 3Q11 | 3Q12 | 9 M 11 | 9 M 12 |
| :---: | :---: | :---: | :---: | :---: |
| (R\$ thousand) |  |  |  |  |
| Gross Revenues | 1,232,279 | 1,451,823 | 3,442,061 | 4,113,856 |
| Taxes, Discounts and Returns | $(47,645)$ | $(55,612)$ | $(132,961)$ | $(157,139)$ |
| Net Revenues | 1,184,635 | 1,396,211 | 3,309,100 | 3,956,717 |
| Cost of Goods Sold | $(871,826)$ | $(1,015,727)$ | $(2,440,561)$ | $(2,863,745)$ |
| Gross Profit | 312,808 | 380,484 | 868,539 | 1,092,972 |
| Operational (Expenses) Revenues |  |  |  |  |
| Sales | $(204,500)$ | $(261,255)$ | $(567,545)$ | $(726,625)$ |
| General and Administrative | $(41,707)$ | $(38,085)$ | $(112,059)$ | $(125,205)$ |
| Other Operational Expenses, Net | (755) | $(3,486)$ | (755) | $(12,828)$ |
| Operational Expenses | $(246,961)$ | $(302,826)$ | $(680,359)$ | $(864,659)$ |
| EBITDA | 65,847 | 77,658 | 188,181 | 228,314 |
| Depreciation and Amortization | $(23,310)$ | $(31,868)$ | $(67,257)$ | $(91,165)$ |
| Operational Earnings before Financial Results | 42,537 | 45,790 | 120,924 | 137,149 |
| Financial Expenses | $(4,564)$ | $(4,650)$ | $(16,711)$ | $(14,077)$ |
| Financial Revenues | 11,103 | 3,086 | 36,615 | 12,931 |
| Financial Expenses/Revenues | 6,539 | $(1,564)$ | 19,903 | $(1,146)$ |
| Earnings before Income Tax and Social Charges | 49,076 | 44,226 | 140,826 | 136,003 |
| Income Tax and Social Charges | $(17,230)$ | $(9,497)$ | $(45,998)$ | $(32,555)$ |
| Net Income | 31,846 | 34,729 | 94,828 | 103,448 |

## Assets

( $R$ \$ thousand)

Current Assets
Cash and Cash Equivalents
Financial Assets Held to Maturity
Accounts Receivable
Inventories
Taxes Receivable
Other Accounts Receivable
Following Fiscal Year Expenses

## Non-Current Assets

Deposit in Court
Taxes Receivable
Income Tax and Social Charges deferred
Other Credits
Investments
Property, Plant and Equipment
Intangible
Goodwill

ASSETS

3Q11

|  |  |
| ---: | ---: |
|  |  |
| 383,794 | 218,404 |
| 16,444 |  |
| 260,816 | 332,875 |
| 726,519 | 829,405 |
| 87,188 | 62,110 |
| 74,658 | 103,853 |
| 7,965 |  |
| $11,557,384$ |  |

7,499 10,349
30,884 66,609
37,106
754
1,168

351,088 422,083
92,357 1,127,769
519,688
$\underline{2,077,071}$

Liabilities and Shareholder's Equity
( $R \$$ thousand)

Current
Suppliers
Loans and Financing
Salaries and Social Charges Payable
Taxes Payable
Dividend and Interest on Equity
Provision for Lawsuits
Other Accounts Payable

Non-Current Assets
Loans and Financing
Provision for Lawsuits
Income Tax and Social Charges deferred
Other Accounts Payable

Shareholder's Equity
Common Stock
Capital Reserves
Revaluation Reserve
Income Reserves
Accrued Income
Treasury Stock
Additional Dividend Proposed

LIABILITIES AND SHAREHOLDERS' EQUITY

3011
Q11
3 Q12

| 431,566 | 466,636 |  |
| ---: | ---: | ---: |
| 51,806 | 61,011 |  |
| 102,426 | 120,587 |  |
| 36,337 | 40,998 |  |
| 14,701 | 35,051 |  |
| 971 | 3,131 |  |
| 56,472 |  | 52,608 |
|  |  | 780,022 |


| 105,972 | 87,962 |  |
| ---: | ---: | ---: |
| 5,907 |  | 4,123 |
| 4,206 |  | 51,488 |
| 9,441 |  | 7,487 |
|  | 125,526 | 151,060 |

840,217
908,639
138,638 1,039,935
13,376
13,174
267,338 229,536
63,731
$(2,304)$
$1,257,265 \longrightarrow 2$

2,077,071 3,186,097

|  | 3Q11 | 3Q12 | 9 M 11 | 9 M 12 |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flow |  |  |  |  |
| Earnings before Income Tax and Social Charges | 49,076 | 44,226 | 140,826 | 136,003 |
| Adjustments |  |  |  |  |
| Depreciations and Amortization | 23,310 | 31,868 | 67,256 | 91,165 |
| Stock Option Plan | 384 |  | 650 |  |
| P,P\&E and Intangible Assets residual value | (621) | 696 | (143) | 1,691 |
| Provisioned Lawsuits | 554 | 555 | 171 | 1,039 |
| Provisioned Inventories Loss | 1,714 | 1,552 | 2,578 | 3,227 |
| Allowance for Doubtful Accounts | $(1,667)$ | 929 | $(1,374)$ | 1,901 |
| Interest Expenses | 3,572 | 3,816 | 11,693 | 11,850 |
|  | 76,322 | 83,642 | 221,657 | 246,877 |
| Assets and Liabilities variation |  |  |  |  |
| Financial Investments | (183) |  | $(1,125)$ |  |
| Accounts Receivable | $(4,102)$ | $(23,524)$ | $(63,421)$ | $(71,447)$ |
| Inventories | (121) | 69,804 | $(126,227)$ | $(17,658)$ |
| Other Short Term Assets | $(7,972)$ | 32,758 | $(27,694)$ | 32,009 |
| Long Term Assets | 1,020 | $(41,621)$ | (764) | $(34,418)$ |
| Suppliers | 5,623 | 56,805 | $(116,163)$ | $(69,731)$ |
| Salaries and Social Charges | 18,222 | 15,115 | 32,325 | 28,128 |
| Taxes Payable | $(4,866)$ | $(9,354)$ | $(2,879)$ | $(10,027)$ |
| Other Liabilities | 2,045 | $(2,632)$ | 17,079 | $(26,095)$ |
| Rent Payable | 952 | 63 | 3,235 | 1,851 |
| Cash from Operations | 86,940 | 181,056 | $(63,977)$ | 79,489 |
| Income Tax and Social Charges Paid | $(12,610)$ | $(12,066)$ | $(25,901)$ | $(18,244)$ |
| Net Cash from (invested) Operational Activities | 74,330 | 168,990 | $(89,878)$ | 61,245 |
| Investment Activities Cash Flow |  |  |  |  |
| P,P\&E and Intangible Acquisitions | $(44,030)$ | $(56,783)$ | $(98,723)$ | $(146,276)$ |
| P,P\&E Sale Payments | 1,007 | 215 | 1,019 | 1,368 |
| Restricted Investments |  |  |  |  |
| Net Cash from Investment Activities | $(43,023)$ | $(56,568)$ | $(97,704)$ | $(144,908)$ |
| Financing Activities Cash Flow |  |  |  |  |
| Funding |  | 20,000 | 47,132 | 46,562 |
| Payments | $(8,748)$ | $(36,301)$ | $(34,553)$ | $(61,951)$ |
| Interest Paid | $(2,603)$ | $(2,567)$ | $(9,912)$ | $(9,797)$ |
| Common Stock increase, net from Share Issuance expenditures |  |  | 22,290 |  |
| Exercise of Stock Option Plan Payment |  |  | 265 |  |
| Treasury Stock Sale Payment |  |  |  |  |
| Interest on Equity and Dividends Paid | (169) | (77) | $(15,567)$ | $(12,718)$ |
| Cash and Cash Equivalents in the beggining of the period | $(11,520)$ | $(18,945)$ | 9,655 | $(37,904)$ |
| Cash and Cash Equivalents net increase | 19,787 | 93,477 | $(177,927)$ | $(121,567)$ |
| Cash and Cash Equivalents in the beggining of the period | 364,007 | 124,927 | 561,721 | 339,971 |
| Cash and Cash Equivalents in the end of the period | 383,794 | 218,404 | 383,794 | 218,404 |

## RaiaDrogasil

## 3Q12 Results Schedule

RaiaDrogasil will disclose its results for the 3Q12 on November $13^{\text {th }}, 2012$, after BM\&FBovespa's trading hours.
Conference Calls - November $14^{\text {th }}, 2012$

| Portuguese | English |
| :---: | :---: |
| at 10:00 am (Brasilia) / 07:00 am (US ET) | at 12:00 pm (Brasília) / 09:00 am (US ET) |
| Dial in access: | Dial in access: |
| $+55(11)$ 3127-4971 | +1 (412) 317-6776 |
| Conference ID: RaiaDrogasil | Conference ID: RaiaDrogasil |
| Replay (available 'til 11/21/12): | Replay (available 'til 11/21/12): |
| $+55(11)$ 3127-4999 | $+1(412) 317-0088$ |
| Replay ID: 11601287 | Replay ID: 10019332 |

Live broadcast through the internet at: www.raiadrogasil.com.br
Quiet Period: According to best Corporate Governance Practices, we will be in quiet period from October $30^{\text {th }}, 2012$ to November $14^{\text {th }}, 2012$, after the Conference call.

For more information, please contact our Investor Relations department.
E-mail: ri@raiadrogasil.com.br


[^0]:    * The 3Q11 EBITDA was impacted by R\$ 2.6 million of non-recurring expenses, which corresponded to the quarter's accrual ( $\mathrm{R} \$ 1.8$ million) of the $\mathrm{R} \$ 11.0$ million charge for the alignment in the criteria for trade allowance recognition and consulting and severance expenses ( $\mathrm{R} \$ 0.8$ million), which were reported in the 4Q11.

