

# **EARNINGS RELEASE – THIRD QUARTER OF 2012**

São Paulo, November 13, 2012. RaiaDrogasil S.A. (BM&FBovespa: RADL3) announces today its results for the 3<sup>rd</sup> 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<sup>th</sup>, 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: 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 18.6%
- 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 12th, 2012

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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<sup>th</sup>, 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.







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 3Q11. 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.

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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 (R\$ 50.4 million, equivalent to 4.5 days of cash cycle) as well as to offset taxes due with tax credits outstanding (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.

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\* Excludes R\$ 1.6 million of PPA amortization on inventories in the 1Q12 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 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.















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 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 R\$ 6.0 million in the 3Q12, a 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 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.



\* Excludes R\$ 3.5 million of non-recurring expenses recorded in the 3Q12 (R\$ 2.7 million in consulting and severance expenses, R\$ 0.5 million in store closures and 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 1Q12 (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 R\$ 3.5 million in the quarter.

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## **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 R\$ 89.5 million, equivalent to an EBITDA margin of 6.2% over gross revenues of R\$ 1.45 billion in the quarter.



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

EBITDA Reconciliation	3Q11	3Q12	9M11	9M12
(R\$ thousand)				
Net Income	31.8	34.7	94.8	103.4
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	65.8	77.7	188.2	228.3
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	1.8		6.4	
Adjustments	2.6	3.5	7.2	14.4
Adjusted EBITDA	68.4	81.1	195.4	242.8
% of Gross Revenues	5.6%	5.6%	5.7%	5.9%

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



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## FINANCIAL EXPENSES, DEPRECIATION AND NET INCOME

Our net financial expenses totaled R\$ 1.6 million in the quarter, equivalent to 0.1% of our gross revenues when compared to net financial revenues of 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 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 R\$ 39.7 million, a 13.4% increase over 2011, and net margin of 2.7%.



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

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

## **CASH CYCLE**

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We invested 3.4 days of cash cycle when compared to the 3Q11, as shown below:

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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.

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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 (R\$ 73.1 million). It is important to highlight that in the 3Q12 we were already able to convert R\$ 23.5 million of outstanding tax credits.

As a result of this change, the ICMS on inventories (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**

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We experienced in the third quarter of 2012 a cash generation of R\$ 112.4 million.

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We generated 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 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.

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

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

Cash Flow	3Q12	3Q11	9M12	9M11
(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

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### **CAPITAL MARKETS**

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Considering the stock price of R\$ 22.00 on November 12<sup>th</sup>, 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 R\$ 22.1 million, when compared to the average liquidity of R\$ 18.9 million that we recorded since the beginning of 2012.

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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.





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Adjusted Income Statement	3Q11	3Q12	9M11	9M12
(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	(869,995)	(1,015,727)	(2,434,114)	(2,862,136)
Gross Profit	314,639	380,484	874,985	1,094,581
Operational (Expenses) Revenues				
Sales	(204,500)	(261,255)	(567,545)	(726,624)
General and Administrative	(41,707)	(38,085)	(112,060)	(125,205)
Other Operational Expenses, Net				
Operational Expenses	(246,207)	(299,340)	(679,605)	(851,829)
EBITDA	68,433	81,144	195,380	242,752
Depreciation and Amortization	(23,310)	(27,831)	(67,257)	(79,054)
<b>Operational Earnings before Financial Results</b>	45,123	53,313	128,123	163,698
Financial Expenses	(4,564)	(4,650)	(16,711)	(14,077)
Financial Revenues	13,375	3,086	40,848	12,931
Financial Expenses/Revenues	8,811	(1,564)	24,137	(1,146)
Earnings before Income Tax and Social Charges	53,934	51,749	152,260	162,552
Income Tax and Social Charges	(18,885)	(12,055)	(44,237)	(41,581)
Net Income	35,049	39,694	108,023	120,971





Income Statement	3Q11	3Q12	9M11	9M12
(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)
	(47,043)	(33,012)	(152,501)	(137,133)
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)
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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
Depresiation and Amortization	(22.210)	(21.000)	(67.257)	(01 100)
Depreciation and Amortization	(23,310)	(31,868)	(67,257)	(91,165)
<b>Operational Earnings before Financial Results</b>	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
	-3,070		140,020	100,000
Income Tax and Social Charges	(17,230)	(9,497)	(45,998)	(32,555)
Net Income	31,846	34,729	94,828	103,448



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Assets	3Q11	3Q12
(R\$ thousand)		
Current Assets		
Cash and Cash Equivalents	383,794	218,404
Financial Assets Held to Maturity	16,444	
Accounts Receivable	260,816	332,875
Inventories	726,519	829,405
Taxes Receivable	87,188	62,110
Other Accounts Receivable	74,658	103,853
Following Fiscal Year Expenses	7,965	11,472
	1,557,384	1,558,119
Non-Current Assets		
Deposit in Court	7,499	10,349
Taxes Receivable	30,884	66,609
Income Tax and Social Charges deferred	37,106	
Other Credits	754	1,168
Investments		
Property, Plant and Equipment	351,088	422,083
Intangible	92,357	1,127,769
Goodwill		
	519,688	1,627,978
ASSETS	2,077,071	3,186,097







Liabilities and Shareholder's Equity	3Q11	3Q12
(R\$ thousand)		
Current		
Current	121 ECC	166 626
Suppliers	431,566	466,636
Loans and Financing	51,806	61,011
Salaries and Social Charges Payable	102,426	120,587
Taxes Payable	36,337	40,998
Dividend and Interest on Equity	14,701	35,051
Provision for Lawsuits	971	3,131
Other Accounts Payable	56,472	52,608
	694,280	780,022
Non-Current Assets		
Loans and Financing	105,972	87,962
Provision for Lawsuits	5,907	4,123
Income Tax and Social Charges deferred	4,206	51,488
Other Accounts Payable	9,441	7,487
	125,526	151,060
Shareholder's Equity		
Shareholder's Equity Common Stock	840,217	908,639
Capital Reserves	138,638	1,039,935
Revaluation Reserve	13,376	13,174
Income Reserves	267,338	229,536
Accrued Income	207,556	
	(2 204)	63,731
Treasury Stock	(2,304)	
Additional Dividend Proposed	4 257 265	
	1,257,265	2,255,015
LIABILITIES AND SHAREHOLDERS' EQUITY	2,077,071	3,186,097



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Cash Flow	3Q11	3Q12	9M11	9M12
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	51,000	650	51,105
P,P&E and Intangible Assets residual value	(621)	696	(143)	1,691
Provisioned Lawsuits	554	555	(143)	1,031
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	<b>221,657</b>	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)	-	-
Other Liabilities	2,045		(2,879)	(10,027)
Rent Payable	2,045 952	(2,632) 63	17,079 3,235	(26,095) 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	1,007	215	1,019	1,508
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













### **3Q12 Results Schedule**

RaiaDrogasil will disclose its results for the 3Q12 on November 13<sup>th</sup>, 2012, after BM&FBovespa's trading hours.

## Conference Calls – November 14<sup>th</sup>, 2012

Portuguese at 10:00 am (Brasília) / 07:00 am (US ET)

> Dial in access: +55 (11) 3127-4971 Conference ID: RaiaDrogasil

Replay (available 'til 11/21/12): +55 (11) 3127-4999 Replay ID: 11601287 English at 12:00 pm (Brasília) / 09:00 am (US ET)

> Dial in access: +1 (412) 317-6776 Conference ID: RaiaDrogasil

Replay (available 'til 11/21/12): +1 (412) 317-0088 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<sup>th</sup>, 2012 to November 14<sup>th</sup>, 2012, after the Conference call.

For more information, please contact our Investor Relations department.

E-mail: ri@raiadrogasil.com.br

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