EARNINGS RELEASE 1Q13

São Paulo, May 9th, 2013. RaiaDrogasil S.A. (BM&FBovespa: RADL3) announces today its results for the 1st quarter of 2013 (1Q13). The consolidated quarterly information of RaiaDrogasil S.A. for the period ended March 31st, 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.

HIGHLIGHTS:

- **Drugstores: 895 stores in operation and 36 openings (record for a 1st quarter)**
- **Gross Revenues: R$ 1.4 billion, 11.8% of growth (5.2% for same-store sales)**
- **Gross Margin: 26.6% of gross revenues, a 1.2 percentage point margin increase**
- **Adjusted EBITDA: R$ 66.2 million, an increase of 7.8%**
- **Adjusted EBITDA Margin: 4.6%, a 0.2 percentage point decrease**
- **Adjusted Net Income: R$ 26.5 million, 1.8% of net margin**

RADL3: **R$ 22.70/share**

Number of Shares: **330,386,000**

Market Cap: **R$ 7,500 million**

Closing: **May 8th, 2013**

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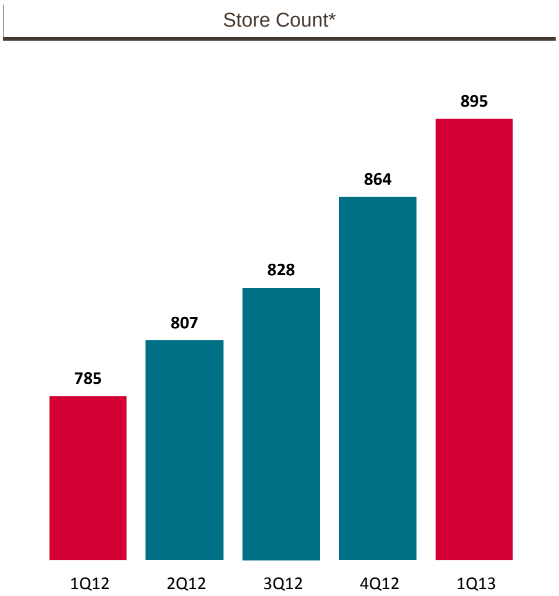
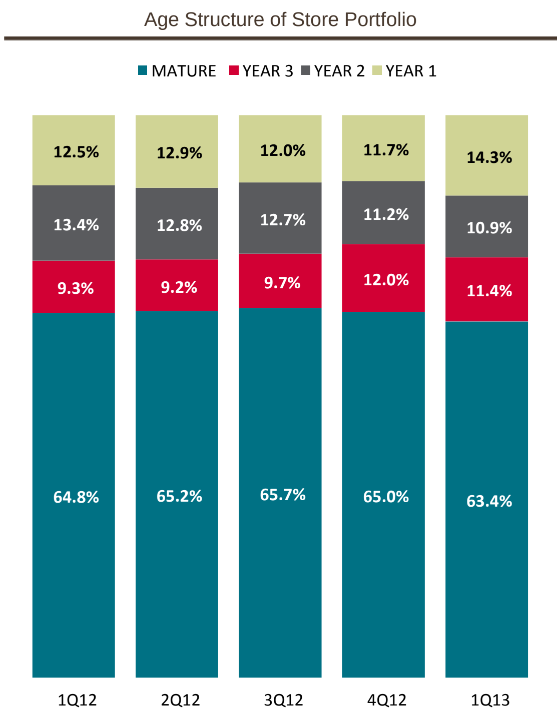
Combined Summary	1Q12	2Q12	3Q12	4Q12	1Q13
(R$ thousand)					
# of Stores (end of period)	785	807	828	864	895
Store Openings	9	26	24	42	36
Store Closures	0	4	3	6	4
Suspended Stores	0	0	0	0	1
# of Stores (average)	781	795	819	843	879
Head Count	18,510	19,383	19,927	20,113	20,274
Pharmacist Count	2,597	2,789	2,875	3,004	3,073
# of Tickets	29,790	31,193	32,360	32,205	30,958
Gross Revenues	1,286,847	1,375,185	1,451,824	1,479,979	1,438,405
Gross Profit (Adjusted)	326,515	387,060	380,105	400,578	382,340
% of Gross Revenues	25.4%	28.1%	26.2%	27.1%	26.6%
EBITDA (Adjusted)	61,361	100,246	81,144	83,094	66,165
% of Gross Revenues	4.8%	7.3%	5.6%	5.6%	4.6%
Net Income (Adjusted)	24,819	51,127	37,030	34,784	26,486
% of Gross Revenues	1.9%	3.7%	2.6%	2.4%	1.8%

STORE DEVELOPMENT

We opened 36 new stores in the 1Q13, an all-time record for a first quarter. We closed four stores, temporarily suspended the operations of one store for rebranding, and ended the quarter with a total of 895 stores.



	1Q12	2Q12	3Q12	4Q12	1Q13
Opened	9	26	24	42	36
Closed	0	4	3	6	4
Suspended	0	0	0	0	1



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

In the 1Q13 we opened 23 stores acquired from Drogaria Santa Marta in Goiás. Of these stores, 11 were opened under the Droga Raia brand, which hallmarks the launching of this brand in the Midwestern region of Brazil and will allow us to consolidate our leadership in the region, where we already have 119 stores in operation.

We have opened a total of 78 stores in the last six months, and a total of 65 stores if we consider only the last four months ending in March, 2013. At the end of the period, 36.6% of our stores were still in the process of maturation, and had not yet reached their full potential in terms of revenues and profitability.

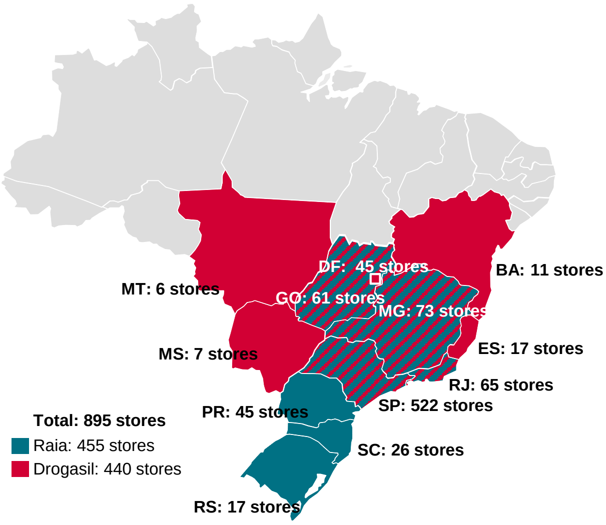
This is our greenest store portfolio since the 2Q11, with the highest percentage of immature stores as a proportion of our total portfolio. This also means that we have a higher pressure from new stores but a larger future maturation potential when compared to previous periods.

We reached a national market share of 8.8% in March, an annual increase of 0.2 percentage point. Our successful entry into Bahia, Mato Grosso and Mato Grosso do Sul allowed us to reach market shares of 1.5%, 3.5% and 5.4%, respectively. We have also enhanced our market share in Santa Catarina, a recent market, from 1.7% to 3.7%. Finally, we also posted strong share gains in Espírito Santo, Rio de Janeiro and in Goiás (0.5, 0.3 and 1.3, respectively), where the acquired stores, opened in February and March, have already made a difference.

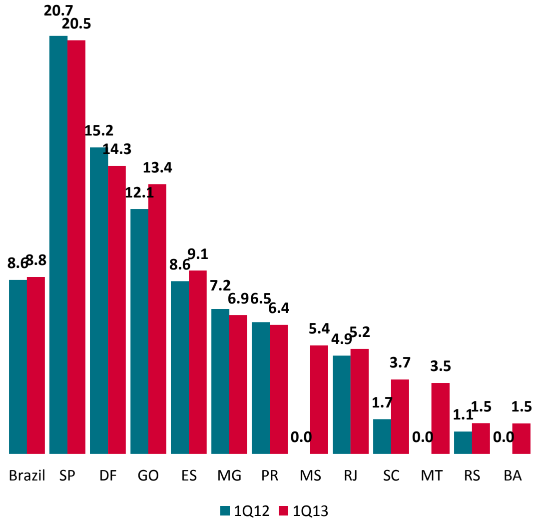
The chart below illustrates the geographic presence and market share increase in the states where we operate.

RaiaDrogasil

Geographic Presence



Market Share (March '13)



PHARMACEUTICAL MARKET DISTRIBUTION BY STATE (LAST 12 MONTHS)

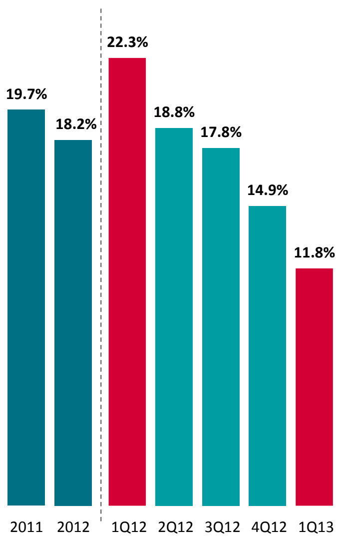
Brazil	SP	DF	GO	ES	MG	PR	MS	RJ	SC	MT	RS	BA
100.0%	27.5%	2.7%	3.5%	2.0%	10.4%	6.0%	1.1%	13.0%	3.8%	1.1%	7.3%	4.6%

Source: IMS Health

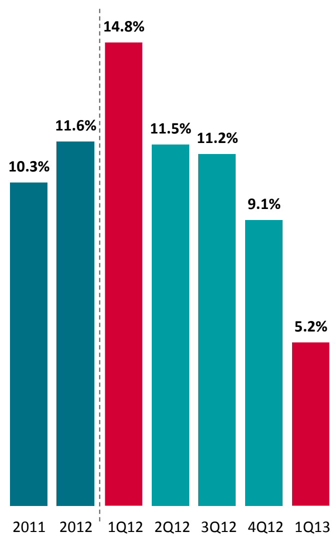
GROSS REVENUES

We recorded gross revenues of R$ 1,438.4 million, an 11.8% increase over 2012. Same store sales grew 5.2%, while mature stores, with three or more years in operation, grew 2.2%.

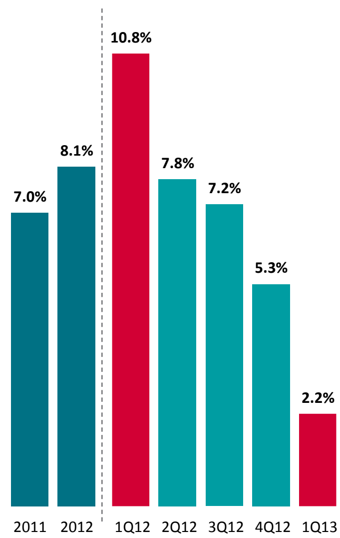
Growth – Total Sales



Growth – Same Store Sales



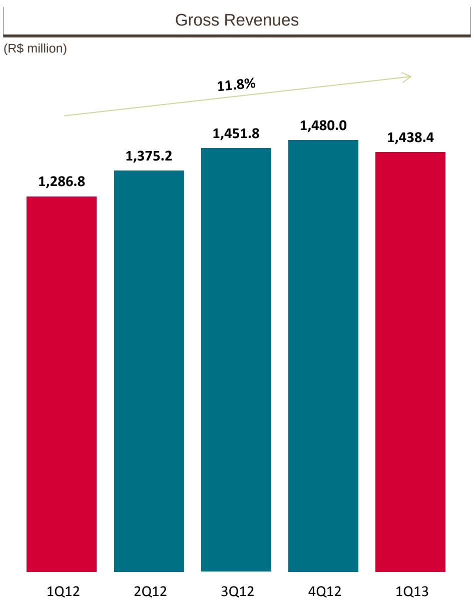
Growth – Mature Stores

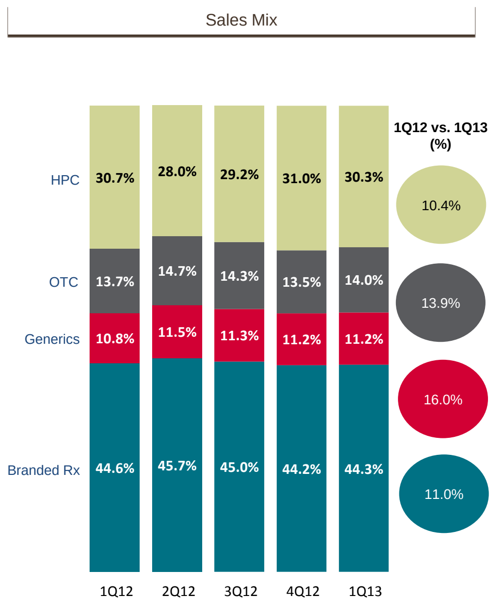


The 1Q13 had a negative calendar effect when compared to 2012 due to the absence of the leap year and to the fact that the Easter Holliday fell in the quarter. This reduced our growth by 2.1 percentage point. Additionally, our growth has also been penalized due to the very strong 1Q12, when we recorded revenue growth of 14.8% for our same-stores and 10.8% for mature stores. Finally, the rainy weather in the quarter also affected our growth.

It is important to emphasize that, already in the 2Q13, our growth should get closer to historical levels, since the comps recorded from the 2Q12 to the 4Q12 were significantly below the peak observed in the 1Q12. We also do not see any correlation between our revenue growth and the Brazilian economy, as we operate in one of the most defensive sectors and serve primarily affluent consumers who are less affected by economic cycles when buying essential categories like pharmaceuticals and hygiene and personal care.

Generics and OTC have been the highlights of the quarter, as shown in the charts below.





Generics share in the sales mix expanded to 11.2%, a 0.4 percentage point increase over the previous year. Generics growth constitutes an important gross margin expansion lever, because they are significantly more profitable than branded drugs. Finally, OTC products have increased their contribution to the sales mix by 0.3 percentage point as a function of the colder and rainier weather in the quarter.

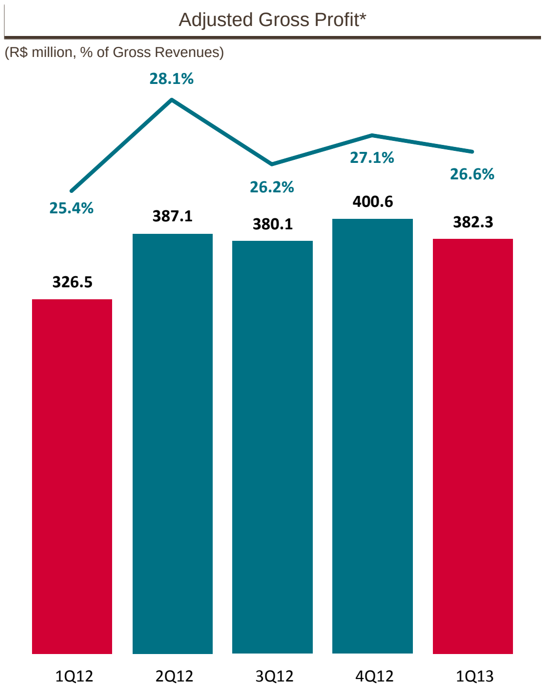
GROSS PROFIT

Our adjusted gross margin reached 26.6%, a 1.2 percentage point gross margin expansion and a 17.1% increase in nominal terms. This margin increase was due to the cost synergies achieved as a consequence of the merger between Raia and Drogasil.

Our gross margin was negatively affected by an increase in inventory losses (shrinkage and product expirations) of 0.3 percentage point in the quarter, and by the change in taxation that occurred in the 3Q12, which increased our tax burden and caused a loss of 0.4 percentage point in the 1Q13.

However, the government of São Paulo issued the Decree Number 59,089 on April 16th, 2013 that allows the tax authorities to summon specific manufacturers that sell to a distribution company that belongs to the same economic group to shift their point of tax collection from the manufacturer to the distribution company. This change in tax collection won't be applicable universally, but only for the specific manufacturers to be notified by the tax authorities under their sole discretion.

Since the increase in our tax burden is due to manufacturers that sell under a low transfer price to their proprietary distributors to achieve a tax break, we believe this decree has the potential of neutralizing our margin losses, depending on which manufacturers will have their tax regime changed.



* Excludes R$ 1.4 million of non-recurring expenses recorded in the 1Q13 and R$ 1.6 million in the 1Q12.

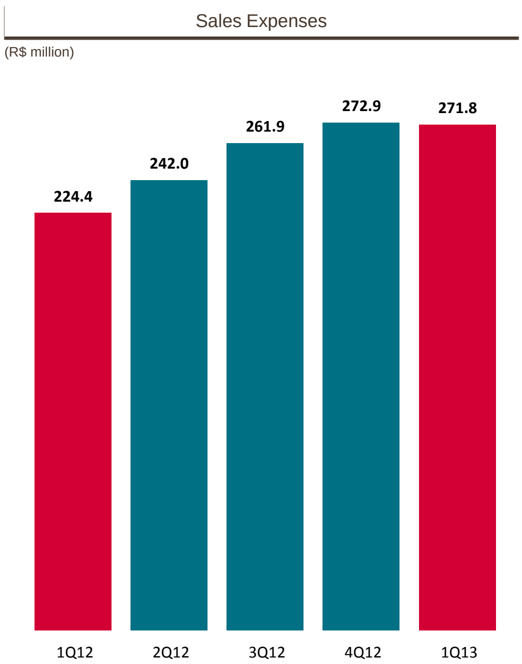
SALES EXPENSES

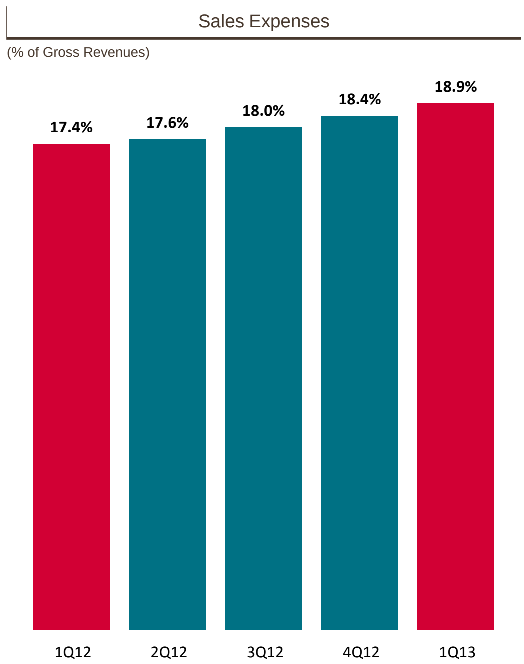
Sales expenses totaled R$ 271.8 million, amounting to 18.9% of gross revenues, a 1.5 percentage point increase when compared to 2012.

The main items that penalized sales expenses were payroll (0.4 percentage point) and rental increases (0.3 percentage point) for stores already in operation at the end of 2012, as well as logistics expenses (0.3 percentage point) and the pressure exerted by the 36 new stores opened in the 1Q13 when compared to the 1Q12, when only 9 stores had been opened (an additional 0.4 percentage point).

The increase in store headcount and the wage adjustments granted in 2012 have increased labor expenses by 0.4 percentage point in the quarter. Also, the steep appraisal in the Brazilian property market generated a 0.3 percentage point increase in commercial lease expenses in the 1Q13. These pressures relate to the comparable stores, those already in operations at the end of 2012, and have a more structural nature.

The main source of logistics pressure was the opening of a new distribution center in Ribeirão Preto, SP in the 4Q12, which brought additional expenses that corresponded to 0.2 percentage point of gross revenues.





* Excludes R$ 5.1 million of non-recurring gain recorded in the 1Q13 and R$ 0.7 million of non-recurring expenses in the 1Q12.

In the 1Q13 we opened a total of 36 new stores, which generated only negative effects in the quarter (pre-operational expenses and the negative results that happen in the initial months of operation). As we had opened only 9 stores in the 1Q12, the pressure arising from the new stores represented an incremental increase of 0.4% of gross revenues.

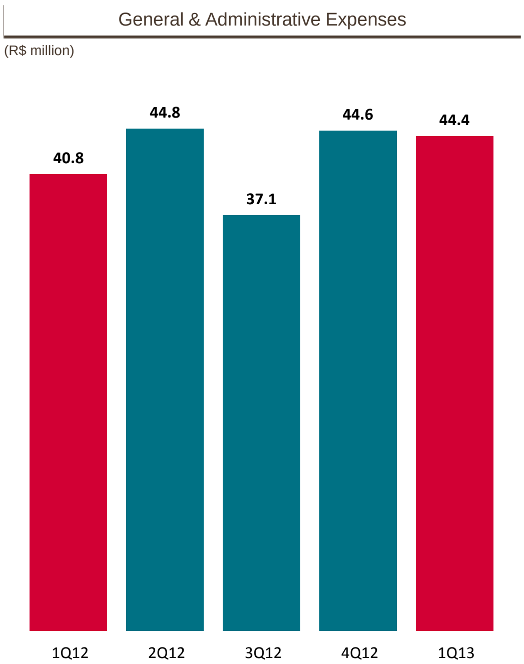
The pressures from logistics expenses and new store openings have a more transitory nature, and may be diluted in the coming years, as we do not expect to open new DCs both in 2013 and in 2014 and have had a store opening peak in the quarter.

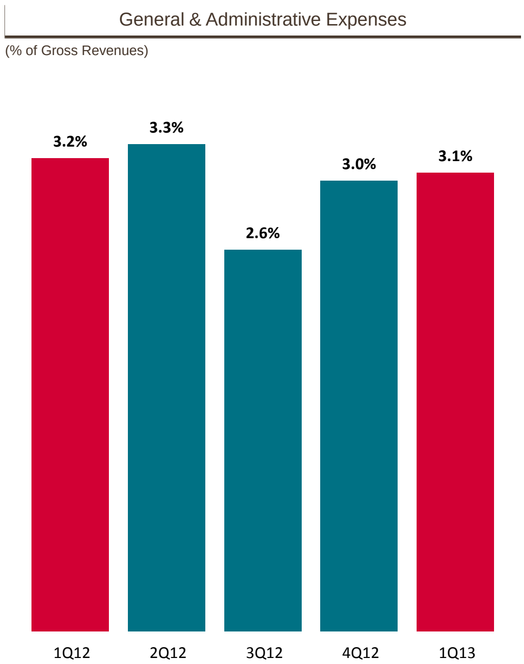
It is important to highlight that, as the bulk of our expenses are fixed, the fact that our revenue growth was penalized by 2.1 percentage points penalized our total expense absorption by 0.4 percentage point when compared to the 1Q12.

GENERAL AND ADMINISTRATIVE EXPENSES

General and administrative expenses amounted to R$ 44.4 million in the quarter, equivalent to 3.1% of our gross revenues, which represented a 0.1 percentage point dilution when compared to 2012.

Corporate expenses have been diluted since 2012 due to the unification of top and middle management and to a limitation in new admissions, as the merger of Raia and Drogasil has allowed us to be more productive.

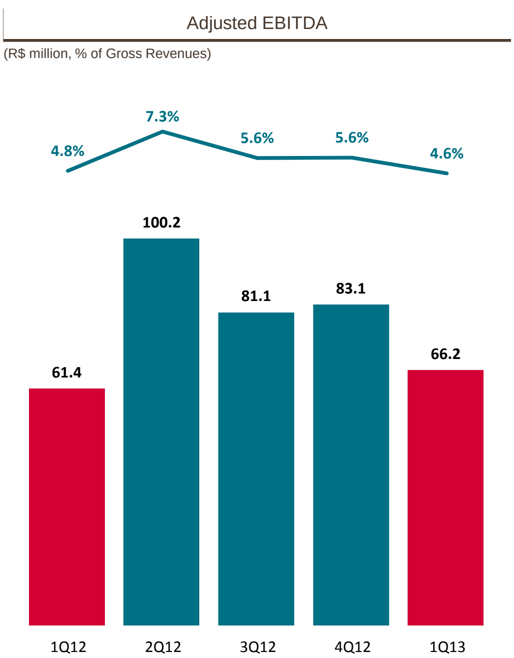




* Excludes R$ 9.4 million of non-recurring expenses recorded in the 1Q13 and R$ 7.3 million in the 1Q12.

EBITDA

We reached R$ 66.2 million of EBITDA, a 7.8% increase, with a margin of 4.6%, a reduction of 0.2 percentage point.



* Excludes R$ 5.7 million of non-recurring expenses in the 1Q13 and R$ 8.2 million in the 1Q12.

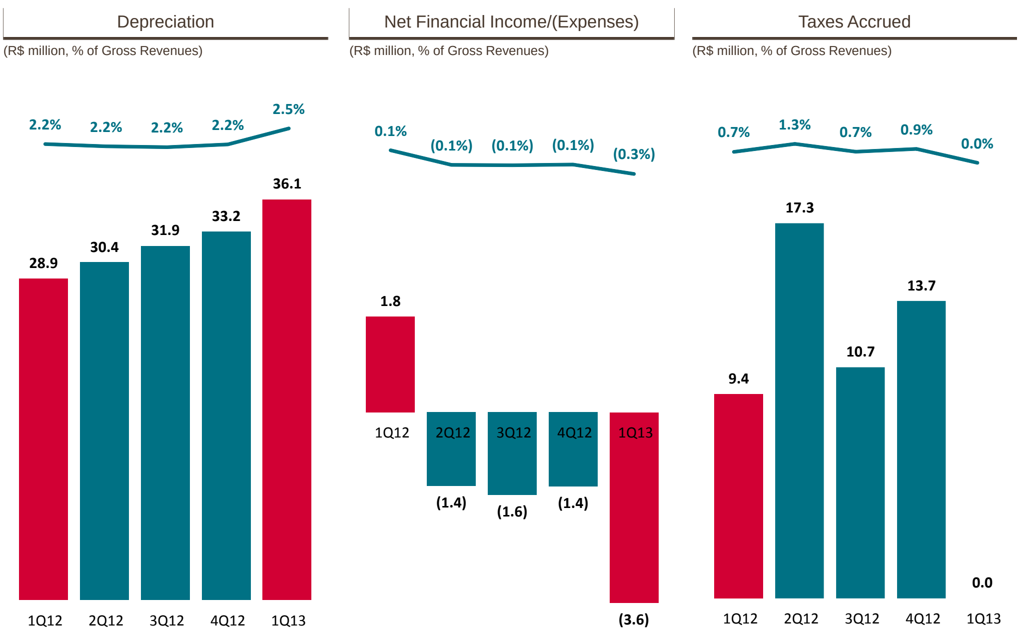
New stores opened in the year, as well as those that were already in the opening process, reduced the EBITDA by R$ 7.0 million in the 1Q13. Therefore, the 864 stores in operation at the end of 2012 produced an adjusted EBITDA of R$ 73.2 million, equivalent to an EBITDA margin of 5.1% in the quarter. It is important to highlight that the R$ 7.0 million of negative results in the quarter stemming from new stores represented a significant increase over the R$ 2.5 million incurred in the 1Q12.

Finally, our EBITDA was also affected by the adverse calendar of the quarter. As the bulk of our expenses are fixed, the fact that our revenue growth was penalized by 2.1 percentage points resulted in an estimated additional EBITDA loss of R$ 7.2 million when compared to the 1Q12, a margin pressure of 0.5 percentage point over the quarter's gross revenues (considering the higher revenues that would be otherwise achieved, the pressure would represent 0.4 percentage point).

DEPRECIATION, FINANCIAL EXPENSES AND INCOME TAXES

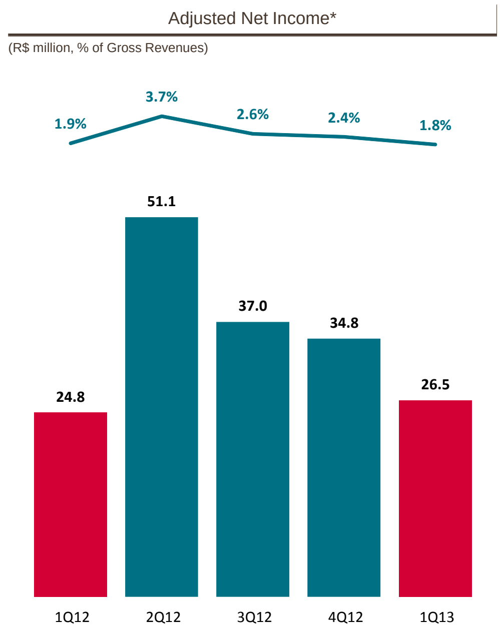
Our lower cash position resulted in an increase in financial expenses of 0.4 percentage point in the quarter. Additionally, depreciation expenses represented 2.5% of gross revenues, a 0.3 percentage point increase. Since Raia's incorporation in November, PPA amortization over intangible has been booked as part of Raia Drogasil's recurrent depreciation and amortization expenses. Therefore, we have also adjusted the 2012 figures under the same criteria.

Finally, as we started amortizing the goodwill generated in the incorporation of Raia in December of 2013, which will result in a total tax shield of R$ 235.4 million to be converted in cash over 66 months, we are reflecting it in our adjusted net income both for 2013 and for the 4Q12. In the 1Q13, the tax shield from the goodwill amortization amounted to R$ 8.4 million, a reduction in taxes accrued from 0.7% of sales in the 1Q12 to 0.0%.



ADJUSTED NET INCOME

We recorded an adjusted net income of R$ 26.5 million in the quarter, a net margin of 1.8%, according to the chart below:



* Excludes R$ 12.2 million of non-recurring expenses incurred in the 1Q13 and R$ 5.4 million in the 1Q12.

Our net margin remained in line with the 1Q12, as the lower EBITDA margin (0.2 percentage point) and the increases both in depreciation (0.3 percentage point) and in financial expenses (0.4 percentage point) were offset by the tax shield from the goodwill amortization.

NON-RECURRING EXPENSES

In the 1Q13 we incurred R$ 5.7 million in net non-recurring expenses, according to the table below:

Adjustments *(R$ million)*	Gross Profit	SG&A	EBITDA	Income Tax	Net Profit
Integration Expenses		**(10.2)**	**(10.2)**	**3.5**	**(6.7)**
Consulting		(0.8)	(0.8)	0.3	(0.5)
Legal and Accounting		(1.6)	(1.6)	0.6	(1.1)
Farmácia Popular Program		(5.5)	(5.5)	1.9	(3.7)
Store/Raia Office Closures		(2.2)	(2.2)	0.8	(1.5)
Income/(Expenses) from Previous Years	**(1.4)**	**5.9**	**4.5**	**(1.5)**	**2.9**
Reversion in Payroll Taxes		5.9	5.9	(2.0)	3.9
Inventory Losses	(1.4)		(1.4)	0.5	(0.9)
Total	**(1.4)**	**(4.3)**	**(5.7)**	**1.9**	**(3.8)**

The post-merger integration generated R$ 10.2 million in non-recurring expenses, including R$ 0.8 million in consulting expenses, R$ 1.6 million in legal and advisory expenses related to the incorporation of Raia, and also R$ 2.2 million in store and office closures.

We also booked R$ 5.5 million of expenses related to the Farmacia Popular government program, under which selected products are sold with little or no co-pays, as the cost is subsidized by the federal government. Since all Droga Raia stores lost their licenses after the incorporation of Raia and since the new Farmacia Popular licenses take months to be granted, we decided to assume the cost of the program during that transition in order to minimize disruptions to the clients. This expense has progressively declined as the licenses have been obtained, and already in March, it was reduced to R$ 1.2 million.

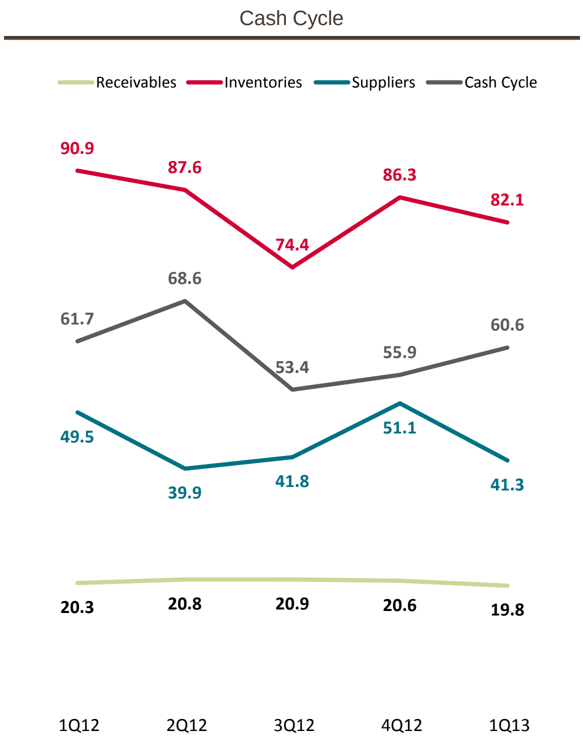
Finally, we recorded in the quarter a reversion in payroll taxes of sales and corporate personnel, which generated a non-recurring gain of R $ 5.9 million in the quarter, and a non-recurring charge of R$ 1.4 million due to an adjustment in our inventory losses allowance, both of which had been accrued in previous years.

CASH CYCLE

Cash cycle was reduced by 1.1 day in the 1Q13.

Inventories decreased by 8.8 days in the quarter, reflecting an improvement in inventory management. However, as we reduced purchasing to lower inventories, especially of generics, our days of suppliers also reduced by 8.2 days. As our inventory levels get normalized and we start repurchasing normally, we believe our payables will progressively normalize and our cash cycle shall get further down.

Finally, receivables decreased by 0.5 days as we discounted R$ 34.5 million in receivables to fulfill our short-term financing needs, which resulted in an artificial decrease by 2.2 days.



IBRX IBRA IGCT ITAG IGC ICON MLCX RADL3 NOVO MERCADO BM&FBOVESPA

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CASH FLOW

We recorded a cash consumption after investments of R$ 49.7 million, versus R$ 164.9 million in the 1Q12.

Cash Flow *(R$ million)*	**1Q13**	**1Q12**
EBT	**20.8**	**26.0**
(-) Income Tax	(11.3)	(2.6)
(+) Goodwill Cash Effect	3.6	-
(+) Depreciation	36.1	28.9
(-) Other Adjustments	4.8	1.6
Resources from Operations	**53.9**	**53.9**
Cash Cycle*	(55.4)	(149.2)
ICMS Recovery	18.5	-
Others	(14.8)	(31.1)
Cash Flow Before Investments	**2.2**	**(126.3)**
Investments	**(51.9)**	**(38.5)**
Total Cash Flow	**(49.7)**	**(164.9)**

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

** Does not include financing cash flow

We generated R$ 53.9 million in resources from operations, including R$ 3.6 million in tax shield from goodwill amortization, the same amount of the 1Q12, which corresponded to 3.8% of our gross revenues. We invested R$ 51.7 million in working capital, including R$ 18.5 million in ICMS tax credits recovery. As a result, our cash flow before investments amounted to R$ 2.2 million, versus a cash consumption of R$ 126.3 million in the 1Q12.

Fixed asset investments amounted to R$ 51.9 million in the quarter, versus R$ 38.5 million in the 1Q12, including R$ 35.3 million in store development, R$ 9.9 million in existing stores renovation, and R$ 6.7 million in infrastructure.

We accrued R$ 3.4 million of interest on equity in the quarter.

CAPITAL MARKETS

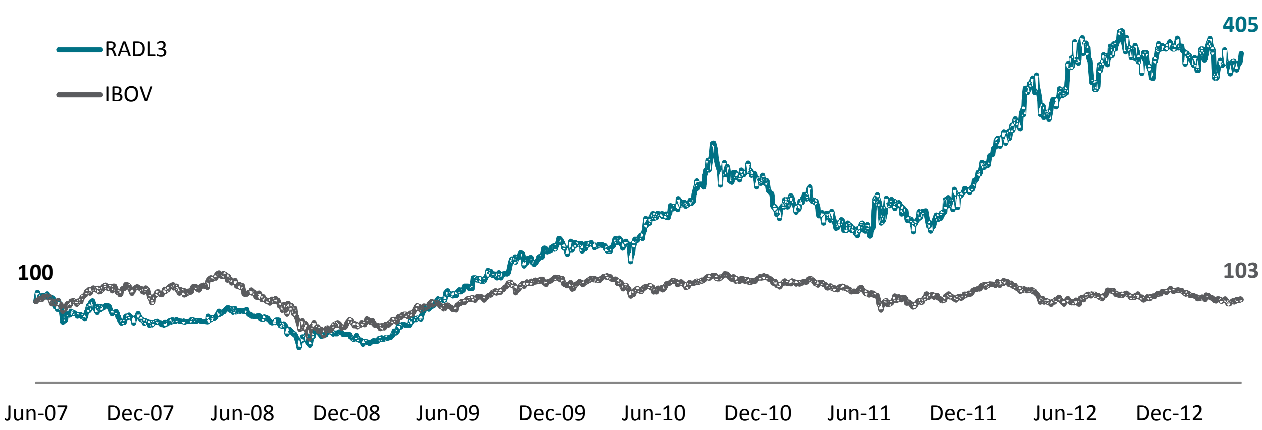
Considering our share price on May 8th of R$ 22.70, we have posted a negative return of 1.6% in the year, a superior performance than the IBOVESPA, that was down by 8.4% over the same period. In the 1Q13, our average daily trading volume was of R$ 26.0 million.

We recorded a total return of 8.6% in the last 12 months, exceeding the IBOVESPA's by 15.3 percentage point. Since the IPO of Drogasil, we achieved a cumulative increase of 305.4% when compared to 2.6% of the IBOVESPA over the same period, a compounded annual return of 27.0% in the period.

Considering the IPO of Raia in December of 2010, the cumulative return in the period amounted to 116.7% when compared to a decrease of 17.9% by the IBOVESPA, a compounded annual return of 38.2%.

Share Evolution

(Base 100)



RaiaDrogasil

Adjusted Income Statement	1Q12	1Q13
(R$ thousand)		
Gross Revenues	**1,286,847**	**1,438,405**
Taxes, Discounts and Returns	(50,547)	(49,963)
Net Revenues	**1,236,300**	**1,388,441**
Cost of Goods Sold	(909,785)	(1,006,102)
Gross Profit	**326,515**	**382,340**
Operational (Expenses) Revenues		
Sales	(224,401)	(271,761)
General and Administrative	(40,753)	(44,413)
Other Operational Expenses, Net		
Operational Expenses	**(265,154)**	**(316,174)**
EBITDA	**61,361**	**66,165**
Depreciation and Amortization	(28,913)	(36,065)
Operational Earnings before Financial Results	**32,448**	**30,100**
Financial Expenses	(4,877)	(5,625)
Financial Revenues	6,691	2,010
Financial Expenses/Revenues	**1,814**	**(3,614)**
Earnings before Income Tax and Social Charges	**34,262**	**26,486**
Income Tax and Social Charges	**(9,442)**	**0**
Net Income	**24,819**	**26,486**

Income Statement	**1Q12**	**1Q13**
(R$ thousand)		
Gross Revenues	**1,286,847**	**1,438,405**
Taxes, Discounts and Returns	(50,547)	(49,963)
Net Revenues	**1,236,300**	**1,388,441**
Cost of Goods Sold	(911,394)	(1,007,501)
Gross Profit	**324,906**	**380,940**
Operational (Expenses) Revenues		
Sales	(223,716)	(266,660)
General and Administrative	(41,438)	(43,652)
Other Operational Expenses, Net	(6,624)	(10,163)
Operational Expenses	**(271,778)**	**(320,475)**
EBITDA	**53,128**	**60,465**
Depreciation and Amortization	(28,913)	(36,065)
Operational Earnings before Financial Results	**24,215**	**24,400**
Financial Expenses	(4,877)	(5,625)
Financial Revenues	6,691	2,010
Financial Expenses/Revenues	**1,814**	**(3,614)**
Earnings before Income Tax and Social Charges	**26,029**	**20,786**
Income Tax and Social Charges	(6,643)	(6,507)
Net Income	**19,386**	**14,279**

Assets	1Q12	1Q13
(R$ thousand)		
Current Assets		
Cash and Cash Equivalents	169,441	127,007
Accounts Receivable	286,599	313,176
Inventories	910,612	907,468
Taxes Receivable	85,585	82,370
Other Accounts Receivable	91,355	138,885
Following Fiscal Year Expenses	14,636	12,578
	1,558,228	1,581,484
Non-Current Assets		
Deposit in Court	8,758	10,782
Taxes Receivable	45,373	10,223
Other Credits	974	1,146
Property, Plant and Equipment	376,808	475,099
Intangible	1,130,988	1,164,348
Goodwill		
	1,562,901	1,661,599
ASSETS	3,121,129	3,243,082

Liabilities and Shareholder's Equity	1Q12	1Q13
(R$ thousand)		
Current		
Suppliers	495,722	456,464
Loans and Financing	51,678	61,551
Salaries and Social Charges Payable	85,344	93,267
Taxes Payable	35,256	36,772
Dividend and Interest on Equity	9,720	8,378
Provision for Lawsuits	1,280	4,396
Other Accounts Payable	58,439	79,352
	737,439	740,179
Non-Current Assets		
Loans and Financing	104,983	140,386
Provision for Lawsuits	3,972	9,765
Income Tax and Social Charges deferred	52,673	70,542
Other Accounts Payable	8,503	6,673
	170,130	227,365
Shareholder's Equity		
Common Stock	908,639	908,639
Capital Reserves	1,039,936	1,039,935
Revaluation Reserve	13,275	13,057
Income Reserves	229,536	294,720
Accrued Income	12,437	10,949
Additional Dividend Proposed	9,738	8,237
	2,213,560	2,275,538
LIABILITIES AND SHAREHOLDERS' EQUITY	3,121,129	3,243,082

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	1Q12	1Q13
Cash Flow		
Earnings before Income Tax and Social Charges	**26,029**	**20,786**
Adjustments		
Depreciations and Amortization	28,913	36,065
Stock Option Plan		
P,P&E and Intangible Assets residual value	249	859
Provisioned Lawsuits	(739)	1,218
Provisioned Inventories Loss	1,098	3,197
Allowance for Doubtful Accounts	1,003	(519)
Interest Expenses	4,287	4,470
	60,840	**66,076**
Assets and Liabilities variation		
Financial Investments		
Accounts Receivable	(11,774)	999
Inventories	(96,735)	62,731
Other Short Term Assets	4,397	6,374
Long Term Assets	(11,041)	5,492
Suppliers	(40,645)	(119,123)
Salaries and Social Charges	(7,115)	370
Taxes Payable	287	(2,582)
Other Liabilities	(18,059)	(7,050)
Rent Payable	438	1,145
Cash from Operations	**(119,407)**	**14,432**
Income Tax and Social Charges Paid	(2,646)	(7,733)
Net Cash from (invested) Operational Activities	**(122,053)**	**6,699**
Investment Activities Cash Flow		
P,P&E and Intangible Acquisitions	(38,542)	(51,992)
P,P&E Sale Payments	2	43
Restricted Investments		
Net Cash from Investment Activities	**(38,540)**	**(51,949)**
Financing Activities Cash Flow		
Funding	10,326	26,121
Payments	(15,492)	(16,831)
Interest Paid	(4,771)	(3,996)
Common Stock increase, net from Share Issuance expenditures		
Exercise of Stock Option Plan Payment		
Treasury Stock Sale Payment		
Interest on Equity and Dividends Paid		1
Cash and Cash Equivalents in the beggining of the period	**(9,937)**	**5,295**
Cash and Cash Equivalents net increase	**(170,530)**	**(39,955)**
Cash and Cash Equivalents in the beggining of the period	**339,971**	**166,963**
Cash and Cash Equivalents in the end of the period	**169,441**	**127,008**

1Q13 Results Schedule

RaiaDrogasil will disclose its results for the 1Q13 on May 9th, 2013, after BM&FBovespa's trading hours.

Conference Calls – May 10th, 2013

Portuguese
at 10:00 am (Brasília) / 9:00 am (US ET)

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

Replay (available 'til 5/17/13):
+55 (11) 3127-4999
Replay ID: 51214406

English
at 12:00 pm (Brasília) / 11:00 am (US ET)

Dial in access:
+1 (847) 585-4405
Conference ID: RaiaDrogasil

Replay (available 'til 5/17/13):
+1 (630) 652-3042
Replay ID: 34716373#

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 April 24th, 2013 to May 10th, 2013, after the Conference call.

For more information, please contact our Investor Relations department.

E-mail: ri@raiadrogasil.com.br