People, Health and Well-being

RaiaDrogasil S.A.

2Q17 EARNINGS RELEASE

*São Paulo, July 27, 2017. **RD – People, Health and Well-being** (Raia Drogasil S.A. – B3: RADL3) announces today its results for the 2nd quarter of 2017 (2Q17). The quarterly information of RD was prepared in accordance to the Accounting Pronouncement 21 – Intermediate Statements as well as the standards issued by the Brazilian Securities and Exchange Commission – CVM and was reviewed by our independent auditors in accordance with Brazilian intermediate statements standards of auditing. Such information was prepared in Reais and all growth rates relate to the same period of 2016.*

HIGHLIGHTS OF THE QUARTER:

- **Drugstores: 1,506 stores in operation (54 openings and 5 closures)**
- **Gross Revenues: R$ 3.4 billion, 16.0% of growth (6.1% retail same-store sales growth)**
- **Gross Margin: 29.4% of gross revenues, a 2.1 percentage point decrease**
- **EBITDA: R$ 301.1 million, 8.9% of margin, a 1.5 percentage point margin decrease**
- **Net Income: R$ 138.0 million, 4.1% of net margin**
- **Cash Flow: R$ 47.5 million negative free cash flow, R$ 134.0 million total cash consumption**

RADL3: **R$ 69.26/share**

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

Market Cap: **R$ 22,883 million**

Closing: **July 26, 2017**

IR Contacts:

Eugênio De Zagottis
Gabriel Rozenberg
Aron Bernardo

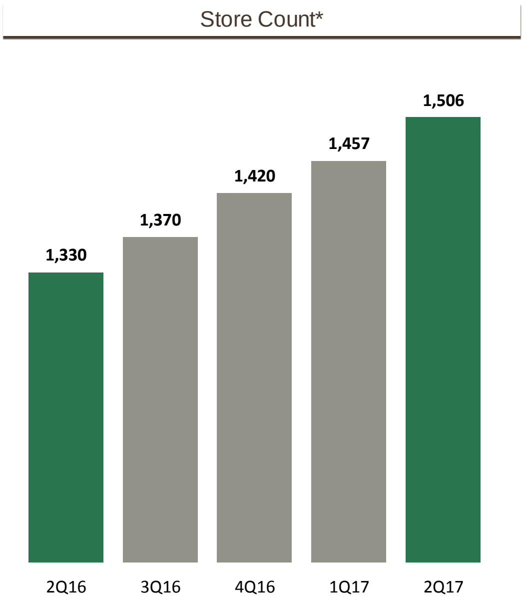
Phone: +55 11 3769-7159

E-mail: ri@rd.com.br

Summary *(R$ thousand)*	2Q16	3Q16	4Q16	1Q17	2Q17
# of Stores - Retail + 4Bio	1,330	1,370	1,420	1,457	1,506
Store Openings	58	53	62	42	54
Store Closures	(2)	(13)	(12)	(5)	(5)
# of Stores (average)	1,303	1,347	1,394	1,435	1,476
Headcount (EoP)	27,767	28,661	29,009	28,952	30,264
Pharmacist Count (EoP)	5,214	5,393	5,515	5,561	5,773
# of Tickets (000)	46,696	47,620	49,302	48,439	51,091
Gross Revenue	2,930,451	3,050,163	3,205,873	3,212,406	3,397,860
Gross Profit	924,825	900,034	922,344	921,624	999,721
% of Gross Revenues	31.6%	29.5%	28.8%	28.7%	29.4%
Ajusted EBITDA	304,811	254,004	235,996	244,018	301,085
% of Gross Revenues	10.4%	8.3%	7.4%	7.6%	8.9%
Adjusted Net Income	157,068	116,884	92,236	105,427	137,970
% of Gross Revenues	5.4%	3.8%	2.9%	3.3%	4.1%
Net Income	157,068	116,884	87,169	104,002	137,970
% of Gross Revenues	5.4%	3.8%	2.7%	3.2%	4.1%
Free Cash Flow	(13,077)	158,866	46,564	(172,734)	(47,500)

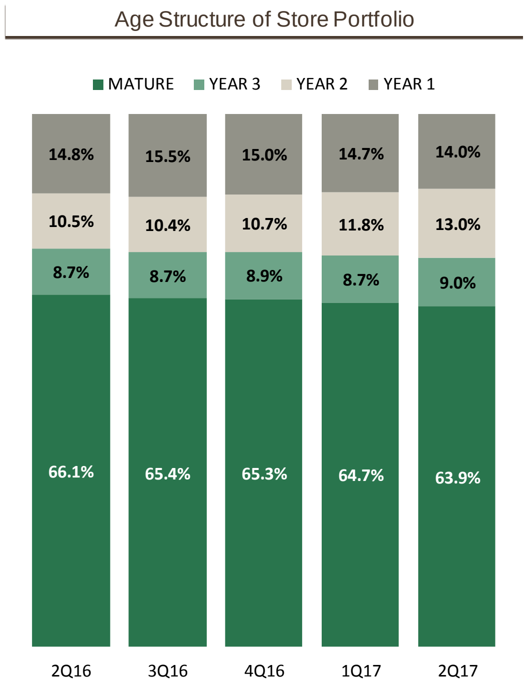
IBRX IBRA IGCT ITAG IGC ICON MLCX RADL3 NOVO MERCADO BM&FBOVESPA

STORE DEVELOPMENT



	2Q16	3Q16	4Q16	1Q17	2Q17
Openings	58	53	62	42	54
Closures	(2)	(13)	(12)	(5)	(5)

* Includes three 4Bio stores.



We opened 54 new stores in the quarter, reaching a total of 1,506 stores, including three 4Bio units. Considering the last twelve months, we have opened 211 new stores. At the end of the period, 36.1% of our stores were still in the process of maturation and had not yet reached their full potential both in terms of revenue and of profitability. We ended the quarter with the highest percentage of non-mature stores recorded since the 2Q13.

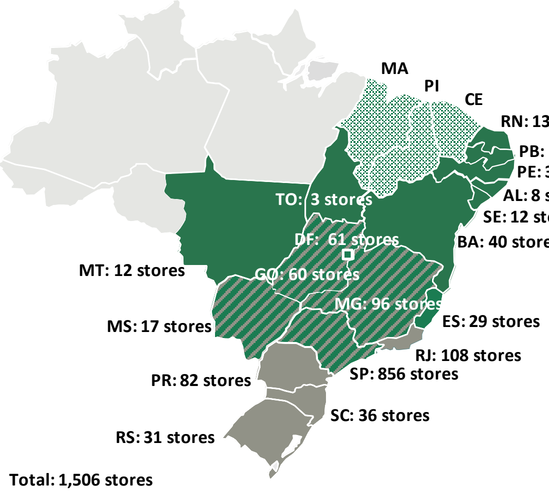
We had 5 store closures in the quarter, two of them due to portfolio optimization of fully matured stores, with positive return expectation associated to them in the case of relocation, and the other 3 as corrections of expansion mistakes. We reiterate our guidance of 200 gross store openings in 2017.

Our average national market share reached 11.7% in the quarter (including 4Bio), a 0.8 percentage point increase when compared to the 2Q16. We have increased our market share in four of the five core regions where we operate. The Northeast was our main highlight, where we recorded a market share of 4.9%, a 1.3 percentage point increase driven by our organic expansion. We recorded a market share of 22.8% in São Paulo, a 0.7 percentage point increase, and of 7.7% in the remaining states of Southeast, a 0.5 percentage point gain. Finally, we recorded a 12.8% market share in the Midwest, a loss of 0.4 percentage point due to a very strong comp base in Brasilia due to a competitor who was in distress.

It is important to mention that these numbers represent full market share figures, as new informants to the IMS panel, from this quarter onwards, are no longer excluded from our reporting base. We are also providing on our website the historic unadjusted market share data by region for comparison purposes (link).

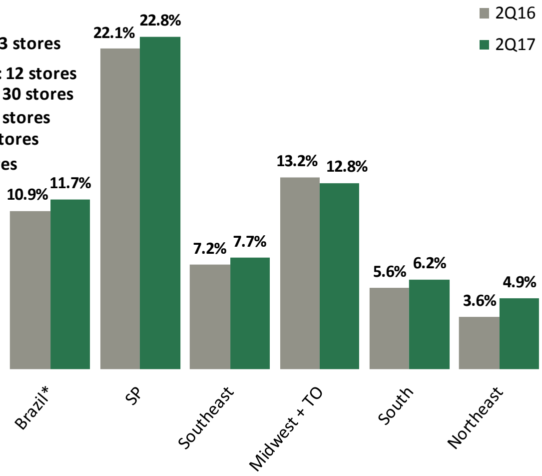
In July, we entered the state of Ceará by opening 4 stores in Fortaleza. We are now present in 19 states that account for 93% of the Brazilian pharmaceutical market. In the upcoming quarters, we will also enter the states of Maranhão and Piauí, which will extend our presence to all nine states in the Northeast (Bahia, Sergipe, Alagoas, Pernambuco, Paraíba, Rio Grande do Norte, Ceará, Maranhão and Piauí).

Geographic Presence



Total: 1,506 stores
- Raia: 715 stores
- Drogasil: 768 stores
- Future markets
- * Farmasil: 20 stores
- * 4Bio: 3 stores

Market Share



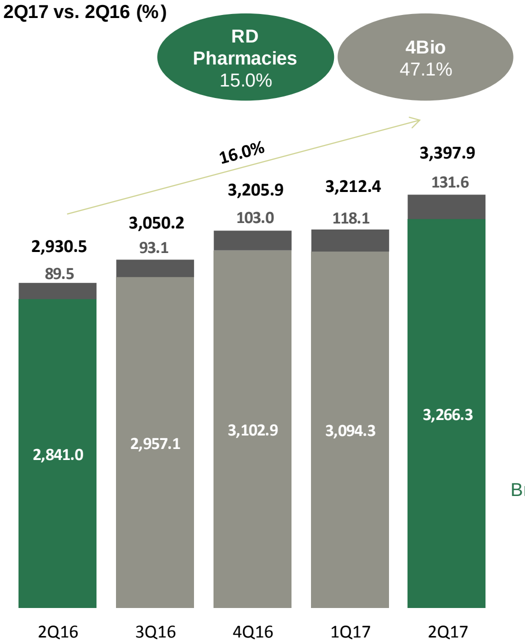
PHARMACEUTICAL MARKET BREAKDOWN BY REGION (%)

Brazil*	SP	Southeast	Midwest + TO	South	Northeast
100.0%	26.8%	24.2%	9.7%	16.2%	18.7%

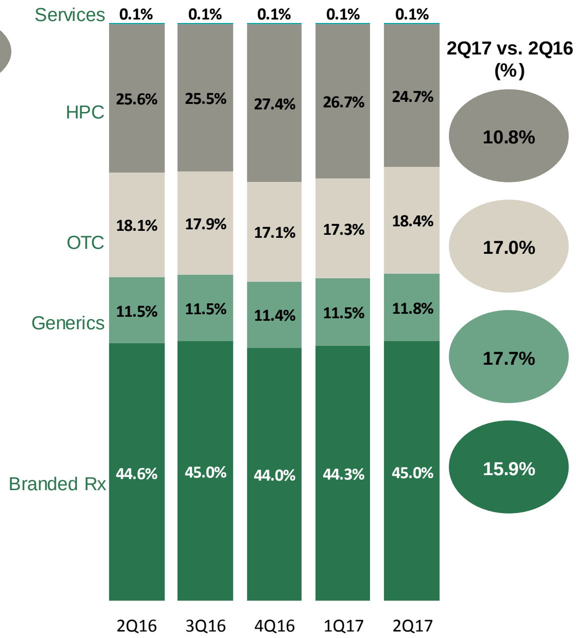
Source: IMS Health
* Includes 4Bio only for Brazil total.

GROSS REVENUES

Consolidated Gross Revenue

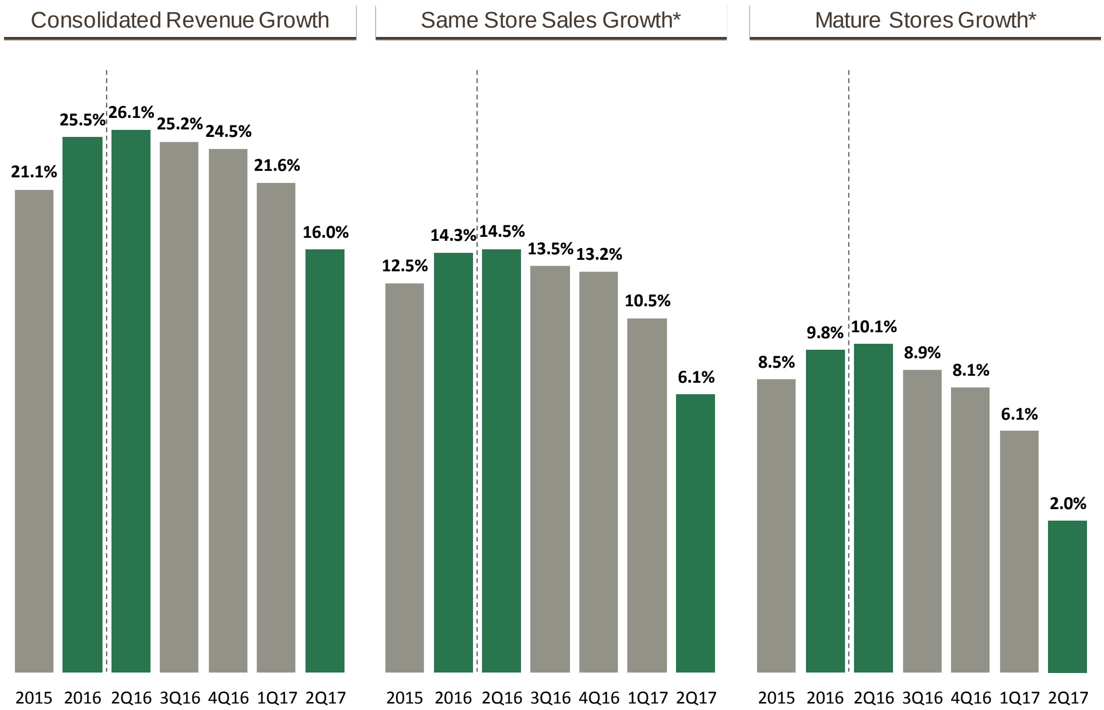


Retail Sales Mix



We ended the 2Q17 with gross revenues of R$ 3,397.9 million, a 16.0% increase over the previous year. Our drugstore revenues increased by 15.0%, while 4Bio grew 47.1% in the period.

Generics were the highlight of the quarter by increasing 17.7% and by gaining 0.3 percentage point of participation in the sales mix, followed by OTC, which grew 17.0% and also gained 0.3 percentage point of participation in the sales mix. Branded Rx grew 15.9% and gained 0.4 percentage point of participation. Finally, HPC grew only 10.8% and lost 0.9 percentage point in the sales mix, mostly due to strong comps from mosquito repellent sales in April.



* Only considers retail

Considering our retail operations, same store sales increased by 6.1%, while our mature stores recorded 2.0% of growth. We recorded a negative calendar effect of 0.8% for the period.

We note that our growth in the 2Q17 was dragged by weak sales in April, when we recorded a performance of -1.1% for mature stores due to still strong comps given the Zika virus outbreak last year, and to a negative calendar effect of 2.6%, which we believe does not fully account for the impact of three long holidays in a single month, which is highly unusual. However, considering only the months of May and June, we recorded an average consolidated growth of 17.4%, and 3.4% for mature stores with a neutral calendar, which is aligned to the CPI of 3.0% recorded over the last twelve months ended in June.

It is also important to highlight that, because our sector has an annual price cap increase that happens in the end of March, the effects of the sharp inflationary deceleration that happened over the previous quarters has only now been reflected to our prices, causing a deceleration of our nominal revenue growth that was sudden instead of gradual.

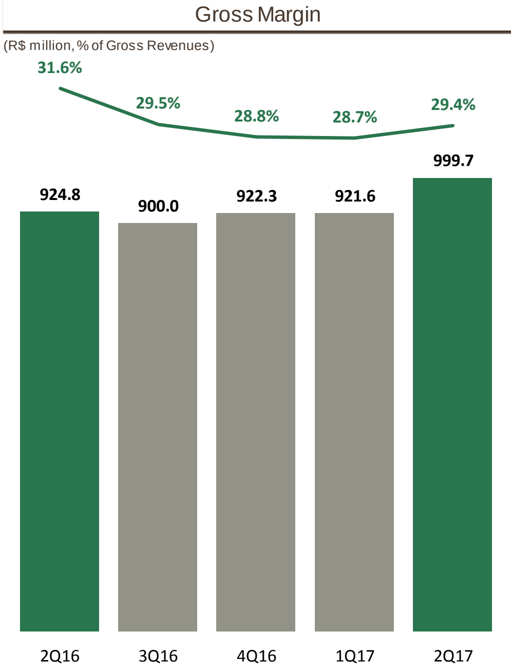
Finally, the Brazilian pharmaceutical market grew by 11.6% in the last twelve months ended in June, 2017, according to IMS Health, a testament to the defensive nature of our Industry, but only 8.4% in the 2Q17, also impacted by the unfavorable calendar of the quarter and by the low inflation recorded in the period.

GROSS PROFIT

Our gross margin reached 29.4%, a 2.1 percentage point pressure versus the 2Q16. This was mainly due to lower inflationary gains on pharmaceutical inventories. In the case of our retail operations, the price cap increase averaged 3.1%, significantly below the 11.8% recorded last year, representing a margin drag of 1.6 percentage point on the consolidated margin.

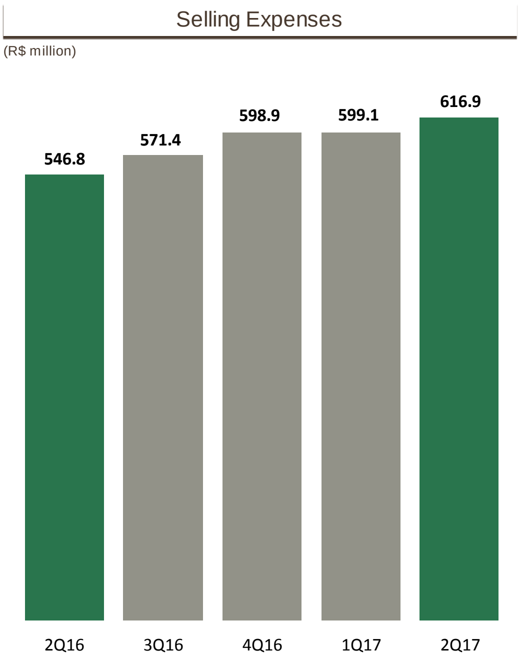
In the case of 4Bio, this effect was much more pronounced, since specialty drugs generally belong to categories with low generics penetration, thus getting an average price cap increase of only 1.4% in 2017 versus 11.8% in 2016, when the price increase was linearly applied across all therapeutic segments. This effect, coupled to the negative margin mix effect, since Specialty Drugs have a lower structural gross margin than Retail, represented a drag in the consolidated margin of 0.3 percentage point.

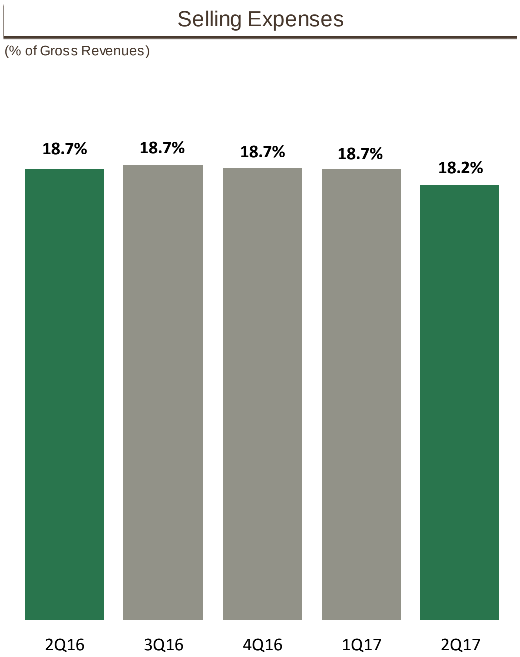
Finally, we also recorded a negative effect of 0.2 percentage point arising from the Net Present Value (NPV) adjustment, mostly due to a lower interest rate versus the 2Q16.



SALES EXPENSES

In the 2Q17, sales expenses totaled R$ 616.9 million, equivalent to 18.2% of gross revenue, a 0.5 percentage point dilution over both the 2Q16 and the 1Q17, and the lowest level recorded since the 2Q15.



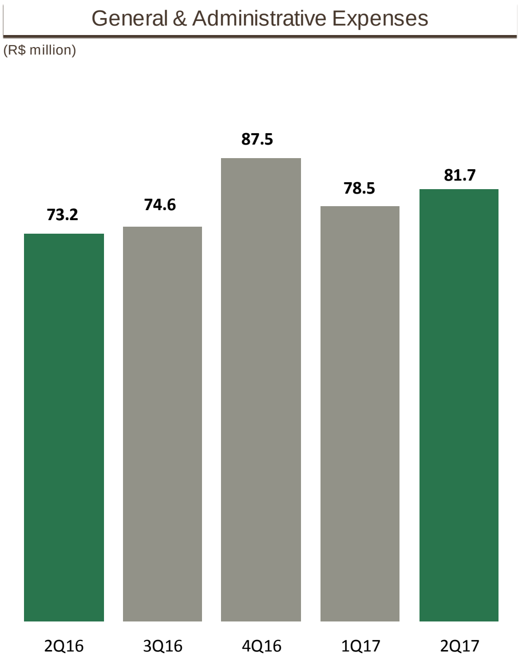


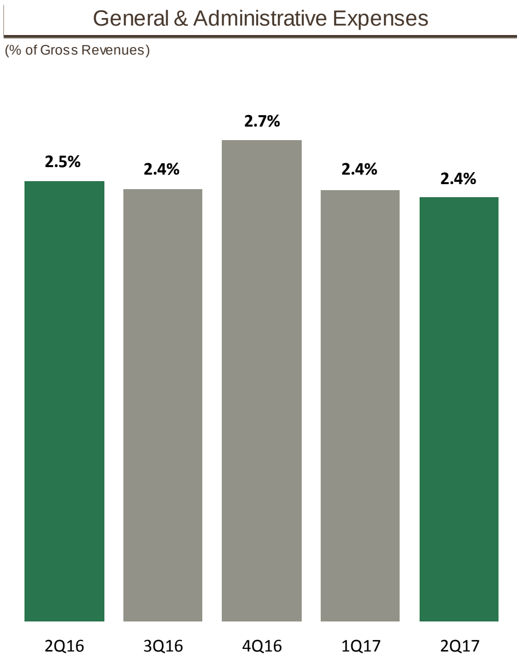
We believe the 0.5 percentage point dilution achieved in the quarter is a result of an enhanced expense control and of a very disciplined execution carried out by the company throughout the year.

Personnel expenses were diluted by 0.1 percentage point. Additionally, electricity, acquiring fees, pre-operating expenses, marketing expenses, logistics expenses and asset write-offs from store closures also recorded dilutions of 0.1 percentage point each. We also recorded a 0.1 percentage point dilution from 4Bio, which has lower selling expenses than the average for the company. Finally, these dilutions were partially offset by a rental expense pressure of 0.3 percentage point, which was mainly due to the fact that approximately 2/3 of our contracts were last readjusted in the 2H16, when the IGPM was still very high (average of 9.5% in the semester).

GENERAL & ADMINISTRATIVE EXPENSES

General and administrative expenses amounted to R$ 81.7 million in the 2Q17, equivalent to 2.4% of gross revenue, a 0.1 percentage point dilution versus 2Q16.





EBITDA

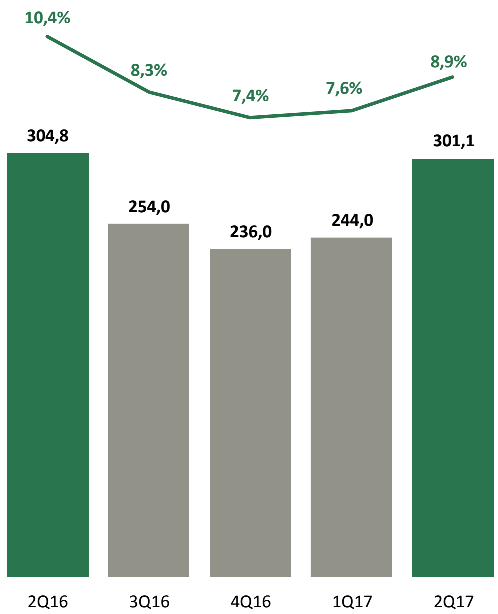
Our Adjusted EBITDA reached R$ 301.1 million in the quarter, a 1.2% decrease over the 2Q16. Our EBITDA margin totaled 8.9%, a 1.5 percentage point fall over the same period of last year.

We faced a gross margin pressure of 2.1 percentage points due to a much lower inflationary gain on inventory. This is a seasonal and short-term effect, with a strong impact in the 2Q17 and a minor one in the 3Q17. This pressure was partially offset by a very strong SG&A dilution that amounted to 0.6 percentage point, a strong efficiency gain that, in contrast to the gross margin pressure, is both structural and recurring, and which is likely to support margin expansion over the next quarters.

New stores opened in the year, as well as those that were in the opening process, reduced the EBITDA by R$ 8.5 million in the 2Q17. Therefore, considering only the 1,410 stores in operation since the end of 2016 and the full absorption of logistics as well as of general and administrative expenses by such stores, our adjusted EBITDA would have totaled R$ 309.5 million, equivalent to an EBITDA margin of 9.3% over gross revenues.

Adjusted EBITDA

(R$ million, % of Gross Revenues)



Our drugstore operations reached an EBITDA of R$ 297.7 million and a margin of 9.1% in the 2Q17, a 1.4 percentage point pressure over the same period of last year. This margin contraction came from gross margin pressures experienced in the period, which were partially offset by expense dilutions.

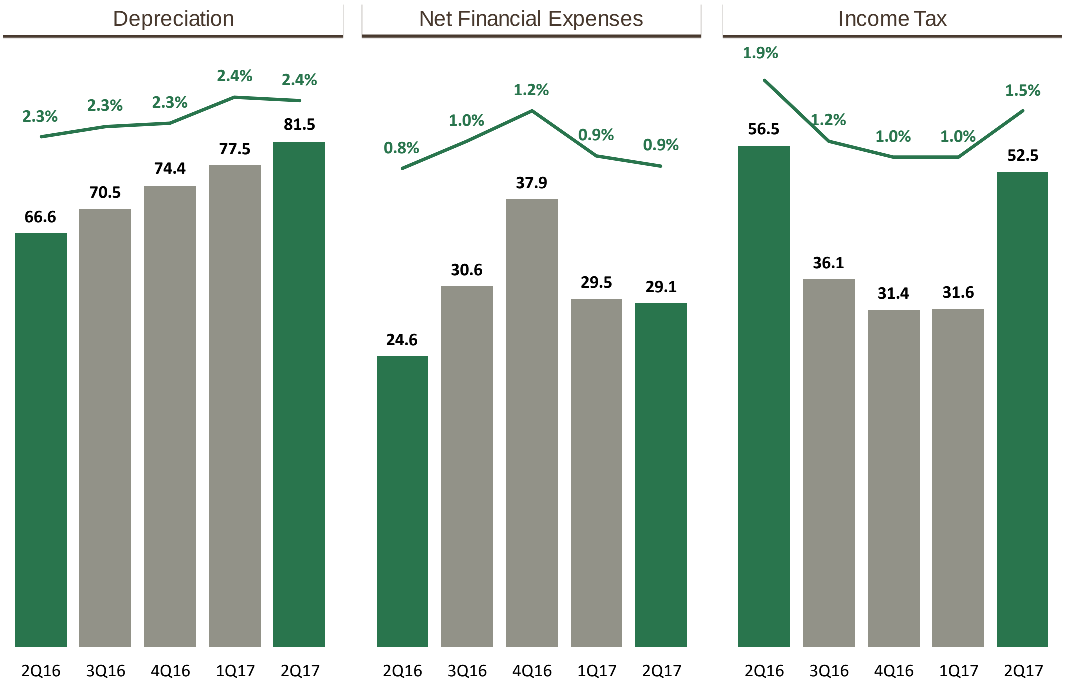
4Bio reached an EBITDA of R$ 3.4 million and margin of 2.6%, a 5.8 percentage point pressure. This was due to the strong gross margin pressure arising from the low annual price increase for specialty drugs, which fell from an unprecedented 11.8% in 2016 to 1.4% in 2017, as previously noted.

DEPRECIATION, NET FINANCIAL EXPENSES AND INCOME TAXES

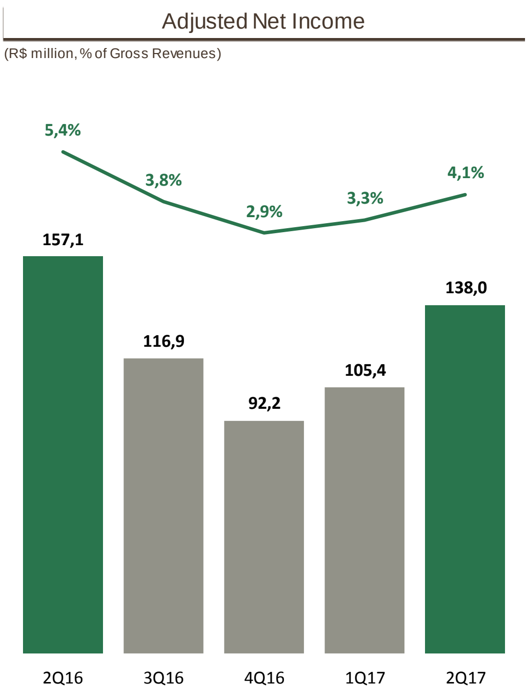
Depreciation expenses amounted to R$ 81.5 million in the quarter, equivalent to 2.4% of gross revenues, a 0.1 percentage point decrease over 2Q16.

Financial expenses represented 0.9% of gross revenues, a 0.1 percentage point increase over the 2Q16. Of the R$ 29.1 million recorded in the quarter, R$ 12.4 million refers to the NPV Adjustment while R$ 2.4 million refers to the interest on the option to acquire 4Bio in 2021. The interest effectively accrued on financial debt amounted to R$ 14.3 million, equivalent to 0.4% of revenues in the 2Q17, in line with the 2Q16.

Finally, we booked R$ 52.5 million in income taxes, equivalent to 1.5% of gross revenues. We highlight that Income Taxes are no longer adjusted for the tax shield on the amortization of the goodwill generated in the merger, which will cease in May 2018.

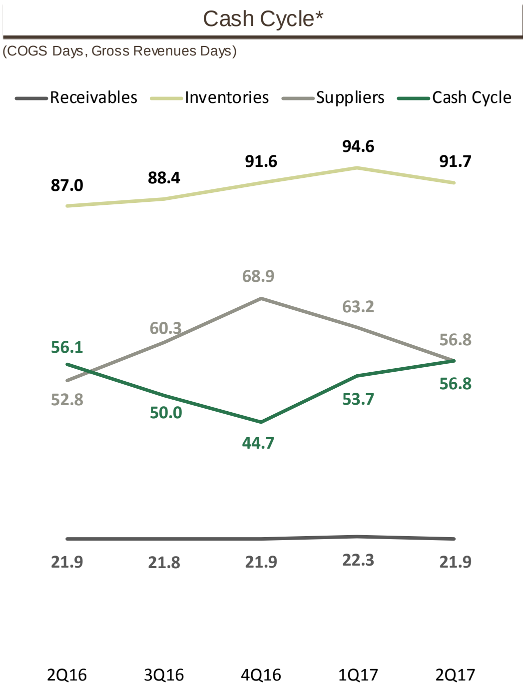


NET INCOME



Net income totaled R$ 138.0 million in the quarter, a 12.2% decrease over the same period of the previous year. We achieved a net margin of 4.1%, a 1.3 percentage point pressure stemming from the lower EBITDA margin.

CASH CYCLE



* Adjusted by discounted receivables.

Our cash cycle was 0.7 days higher when compared to the same period of the previous year. Inventories increased by 4.7 days, which was partially offset by a 4.0 day increase in accounts payable. Lastly, receivables remained stable when compared to the 2Q16.

CASH FLOW

In the 2Q16, we generated a negative free cash flow of R$ 47.5 million, and a negative total cash flow of R$ 134.0 million.

Resources from operations amounted to R$ 223.0 million, equivalent to 6.6% of gross revenues, while we recorded a working capital increase of R$ 117.3 million (including adjustments to discounted receivables) amounting to a positive operating cash flow of R$ 105.7 million.

Of the R$ 153.2 million invested in the quarter, R$ 90.2 million corresponded to new store openings, R$ 24.6 million to the renovation or expansion of existing stores, and R$ 38.4 million to investments in infrastructure.

Net financial expenses totaled R$ 16.7 million in the quarter, excluding NPV adjustments. These were more than fully offset by the R$ 25.7 million tax shield related to the net financial expenses and to the interest on equity accrued in the period, which shall be paid in the following quarters.

We accrued R$ 49.0 million in interest on equity in the 2Q17, reflecting a payout of 35.5%, through the full usage of the legal interest on equity limit.

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Cash Flow	2Q17	2Q16	YTD '17	YTD '16
(R$ million)				
Adjusted EBIT	**219.6**	**238.2**	**386.1**	**368.1**
NPV Adjustment	(11.1)	(11.7)	(32.2)	(22.1)
Non-Recurring Expenses	-	-	(2.2)	-
Income Tax (34%)	(70.9)	(77.0)	(119.6)	(117.6)
Depreciation	81.5	66.6	159.0	129.5
Others	3.9	9.2	20.2	8.5
Resources from Operations	**223.0**	**225.3**	**411.3**	**366.4**
Cash Cycle*	(149.2)	(165.5)	(395.9)	(372.0)
Other Assets (Liabilities)**	31.9	38.9	52.7	32.3
Operating Cash Flow	**105.7**	**98.7**	**68.1**	**26.6**
Investments	**(153.2)**	**(111.8)**	**(288.3)**	**(210.7)**
Free Cash Flow	**(47.5)**	**(13.1)**	**(220.2)**	**(184.1)**
Interest on Equity	(85.1)	(71.5)	(85.2)	(71.5)
Net Financial Expenses***	(16.7)	(12.5)	(27.7)	(17.4)
Income Tax (Tax benefit over financial expenses and interest on equity)	22.3	20.5	43.4	38.4
Total Cash Flow	**(134.0)**	**(83.2)**	**(296.7)**	**(241.3)**

*Includes adjustments to discounted receivables.

**Includes tax shield from goodwill amortization and NPV adjustments.

***Excludes NPV adjustments.

INDEBTEDNESS

At the end of the quarter, we recorded an adjusted net debt position of R$ 479.3 million, versus R$ 447.1 million recorded in the same period of 2016. Adjusted Net Debt to EBITDA totaled 0.5x, in line with the 2Q16.

This net debt includes R$ 50.0 million in liability related to the exercise of the put option granted and/or call option obtained for the acquisition of the remaining 45% minority stake of 4Bio. This liability reflects the estimated valuation of 4Bio as of December 2016, assuming the pre-agreed multiple, the average forecasted annual EBITDA for 2018, 2019 and 2020 and the forecasted net debt for 2020 as stipulated in the acquisition contracts. This estimate will be revisited annually to reflect changes in the economic outlook of 4Bio. Further, we had none receivables discounted in the quarter.

Net Debt	2Q16	2Q17
(R$ million)		
Short-term Debt	111.7	240.6
Long-term Debt	211.4	513.0
Total Gross Debt	**323.1**	**753.7**
(-) Cash and Equivalents	56.5	324.4
Net Debt	**266.6**	**429.3**
Discounted Receivables	145.8	-
Put/Call option to acquire 4Bio (estimated)	34.6	50.0
Adjusted Net Debt	**447.1**	**479.3**
Adjusted Net Debt / EBITDA	0.5x	0.5x

In April 19, 2017 we issued R$ 300 million in debentures, with a 5-year term, with bi-annual principal amortizations and interest payments and a 1-year grace period for the principal amortization. We had a firm commitment of Banco Itaú at a rate of 107.5% of the CDI (the bank interchange rate), but the book building process reduced the interest rate to only 104.75% of the CDI, reflecting our strong balance sheet and cash generation as recognized by a AAA-Br rating granted to RD by Fitch.

Our gross debt totaled R$ 473.4 million, of which 59.0% corresponds to BNDES (Brazilian Economic and Social Development Bank) lines, 40.6% correspond to the debentures issued on April of 2017 and 0.4% corresponds to the bank debt related to 4Bio. Of our

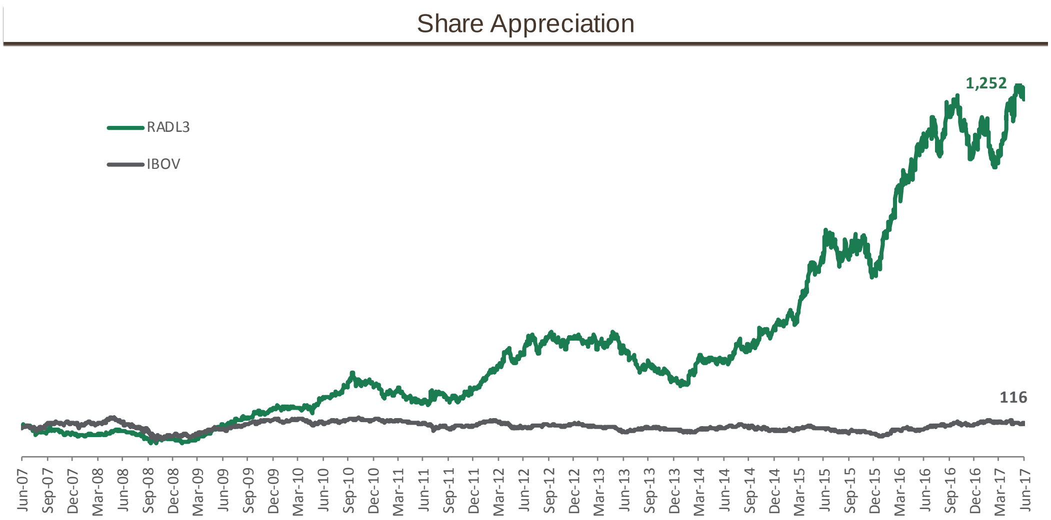
total debt, 68.1% is long-term, while 31.9% relates to the short-term parcels of our long-term debt. We ended the quarter with a total cash position (cash and marketable securities) of R$ 324.4 million.

TOTAL SHAREHOLDER RETURN

Our share price appreciated by 19.5% in the 2Q17, while the Ibovespa fell 3.2% in the same period.

Since the IPO of Drogasil, we achieved a cumulative share appreciation of 1,152.0% versus a return of 15.6% of the IBOVESPA. Including the payment of interest on equity, we generated an average annual total return to shareholders of 29.1%. Considering the IPO of Raia in December of 2010, the cumulative return amounted to 569.2% versus a decrease of 7.5% by the Ibovespa. Considering the payment of interest on equity, this resulted in an average annual total return to shareholders of 34.2%.

We recorded an average daily trading volume of R$ 90.6 million in the quarter.



Adjusted Income Statement *(R$ thousand)*	2Q16	2Q17
Gross Revenue	**2,930,451**	**3,397,860**
Taxes, Discounts and Returns	(147,240)	(160,602)
Net Revenue	**2,783,211**	**3,237,258**
Cost of Goods Sold	(1,858,386)	(2,237,537)
Gross Profit	**924,825**	**999,721**
Operational (Expenses) Revenue		
Sales	(546,842)	(616,900)
General and Administrative	(73,172)	(81,735)
Operational Expenses	**(620,014)**	**(698,635)**
EBITDA	**304,811**	**301,085**
Depreciation and Amortization	**(66,609)**	(81,510)
Operational Earnings before Financial Results	**238,201**	**219,576**
Financial Expenses	(47,918)	(57,947)
Financial Revenue	23,282	28,806
Financial Expenses/Revenue	**(24,636)**	**(29,141)**
Earnings before Income Tax and Social Charges	**213,565**	**190,435**
Income Tax and Social Charges	(56,498)	(52,465)
Net Income	**157,068**	**137,970**

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Sales	(546,842)	(616,900)
General and Administrative	(73,172)	(81,735)
Other Operational Expenses, Net	0	0
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Assets	**2Q16**	**2Q17**
(R$ thousand)		
Current Assets		
Cash and Cash Equivalents	56,496	324,363
Accounts Receivable	702,467	818,151
Inventories	1,777,080	2,254,560
Taxes Receivable	84,579	86,415
Other Accounts Receivable	117,503	138,950
Following Fiscal Year Expenses	20,947	27,172
	2,759,072	3,649,611
Non-Current Assets		
Deposit in Court	23,061	26,474
Taxes Receivable	25,629	30,002
Other Credits	3,489	5,511
Property, Plant and Equipment	888,662	1,114,876
Intangible	1,161,858	1,181,935
	2,102,699	2,358,798
ASSETS	4,861,771	6,008,409

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Liabilities and Shareholder's Equity *(R$ thousand)*	**2Q16**	**2Q17**
Current		
Suppliers	1,079,108	1,396,476
Loans and Financing	111,741	240,626
Salaries and Social Charges Payable	209,616	224,889
Taxes Payable	73,495	116,917
Dividend and Interest on Equity	83,318	87,626
Provision for Lawsuits	942	4,244
Other Accounts Payable	108,854	122,939
	1,667,074	2,193,716
Non-Current Assets		
Loans and Financing	211,395	513,038
Provision for Lawsuits	4,928	8,694
Income Tax and Social Charges deferred	173,228	204,823
Other Accounts Payable	37,382	64,889
	426,934	791,443
Shareholder's Equity		
Common Stock	1,808,639	1,808,639
Capital Reserves	136,222	144,731
Revaluation Reserve	12,476	12,290
Income Reserves	665,820	919,117
Accrued Income	149,930	141,512
Equity Adjustments	(30,230)	(30,230)
Non Controller Interest	24,906	27,190
	2,767,763	3,023,250
LIABILITIES AND SHAREHOLDERS' EQUITY	4,861,771	6,008,409

Cash Flow	2Q16	2Q17
Earnings before Income Tax and Social Charges	**213,565**	**190,435**
Adjustments		
Depreciation and Amortization	66,609	81,510
Compensation plan with restricted shares, net	2,962	3,424
Interest over additional stock option	1,535	2,427
P,P&E and Intangible Assets residual value	619	2,257
Provisioned Lawsuits	2,587	(1,511)
Provisioned Inventories Loss	(1,991)	958
Provision for Doubtful Accounts	201	(738)
Provisioned Store Closures	4,818	(462)
Interest Expenses	9,224	19,016
Debênture Emission Costs Amortization		60
	300,129	**297,376**
Assets and Liabilities variation		
Clients and Other Accounts Receivable	(79,650)	(35,742)
Inventories	689	(34,402)
Other Short Term Assets	(6,800)	10,589
Long Term Assets	(2,801)	(6,840)
Suppliers	(84,532)	(85,001)
Salaries and Social Charges	45,020	31,564
Taxes Payable	(27,747)	(27,835)
Other Liabilities	8,138	5,693
Rent Payable	3,386	579
Cash from Operations	**155,832**	**155,981**
Interest Paid	(4,929)	(6,173)
Income Tax and Social Charges Paid	(43,048)	(36,059)
Net Cash from (invested) Operational Activities	**107,855**	**113,749**
Investment Activities Cash Flow		
P,P&E and Intangible Acquisitions	(112,232)	(153,282)
P,P&E Sale Payments	436	72
Net Cash from Investment Activities	**(111,796)**	**(153,210)**
Financing Activities Cash Flow		
Funding	52,410	314,608
Payments	(27,260)	(47,254)
Interest on Equity and Dividends Paid	(71,483)	(85,131)
Net Cash from Funding Activities	**(46,333)**	**182,223**
Cash and Cash Equivalents net increase	**(50,274)**	**142,762**
Cash and Cash Equivalents in the beggining of the period	**106,770**	**181,601**
Cash and Cash Equivalents in the end of the period	**56,496**	**324,363**

2Q17 Results Conference Calls – July 28, 2017

Portuguese
at 10:00 am (Brasília)

Dial in access:
+55 (11) 2188-0155
Conference ID: RD

Replay (available for 7 days):
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English
at 12:00 pm (Brasília)

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E-mail: ri@rd.com.br