# Raia Drogasil S.A. Quarterly Information (ITR) at

Quarterly Information (ITR) at June 30, 2018 and report on review of quarterly information

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Company information/capital composition

Current quarter	
6/30/2018	
330,386,000	
o	
330,386,000	
1,046,572	
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1,046,572	
	6/30/2018 330,386,000 0 330,386,000 1,046,572 0

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Company information/dividends

Event	Date approved	Description	Initial date of payment	Type of share	e Class of share	(Reais/share)
Board of Directors' Meeting	3/21/2018	Interest on capital	12/3/2018	Common		0.15486
Board of Directors' Meeting	6/21/2018	Interest on capital	12/3/2018	Common		0.15334

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

## Parent company financial information/balance sheet - assets

		Current quarter	Prior year
Code	Description	6/30/2018	12/31/2017
1	Total assets	6,635,307	6,354,767
1.01	Current assets	4,005,392	3,825,154
1.01.01	Cash and cash equivalents	274,974	255,911
1.01.03	Trade receivables	1,040,626	994,559
1.01.03.01	Customers	867,377	837,582
1.01.03.01.01	Checks receivable	3,711	3,742
1.01.03.01.02	Credit and debit cards	796,268	780,138
1.01.03.01.03	PBM - Medicine benefit program	46,669	36,600
1.01.03.01.04	Agreements with companies	21,754	20,988
1.01.03.01.05	Bank slips/ Online transfer	14	3
1.01.03.01.06	(-) Provision for impairment of trade receivables	-1,039	-3,889
1.01.03.02	Other receivables	173,249	156,977
1.01.03.02.01	Advances to employees	10,478	6,054
1.01.03.02.02	Returns to suppliers	4,887	6,656
1.01.03.02.03	Commercial agreements	85,987	93,550
1.01.03.02.04	Loan receivable	40,233	38,831
1.01.03.02.05	Other	31,664	11,886
1.01.04	Inventory	2,589,952	2,478,939
1.01.04.01	Goods for resale	2,602,275	2,490,941
1.01.04.02	Materials	1,567	1,819
1.01.04.03	(-) Allowance for losses on goods	-13,890	-13,821
1.01.06	Taxes recoverable	64,718	78,088
1.01.06.01	Current taxes recoverable	64,718	78,088
1.01.06.01.01	Taxes on profit	5,074	654
1.01.06.01.02	Other taxes recoverable	59,644	77,434
1.01.07	Prepaid expenses	35,122	17,657
1.02	Non-current assets	2,629,915	2,529,613
1.02.01	Long term receivables	72,124	68,753
1.02.01.04	Trade receivables	920	1,622
1.02.01.04.02	Other receivables	920	1,622
1.02.01.08	Prepaid expenses	2,225	4,941
1.02.01.10	Other non-current assets	68,979	62,190
1.02.01.10.04	Judicial deposits	33,399	29,215
1.02.01.10.05	Taxes recoverable	35,580	32,975
1.02.02	Investments	33,361	31,489
1.02.02.01	Equity interests	33,361	31,489
1.02.02.01.02	Interests in subsidiaries	33,361	31,489
1.02.03	Property and equipment	1,365,922	1,273,913
1.02.04	Intangible assets	1,158,508	1,155,458
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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/balance sheet - liabilities and equity

Code	Description	Current quarter 6/30/2018	Prior year 12/31/2017
2	Total liabilities and equity	6,635,307	6,354,767
2.01	Current liabilities	2,345,587	2,415,001
2.01.01	Social security and labor obligations	249,720	198,835
2.01.01.01	Social security obligations	39,728	40,378
2.01.01.02	Labor obligations	209,992	158,457
2.01.02	Trade payables	1,588,098	1,745,041
2.01.02.01	Domestic suppliers	1,588,098	1,745,041
2.01.03	Tax obligations	78,474	127,247
2.01.03.01	Federal tax obligations	22,227	75,883
2.01.03.01.01	Income tax and social contribution payable	0	3,189
2.01.03.01.02	Other federal tax obligations	22,227	72,694
2.01.03.02	State tax obligations	53,206	49,318
2.01.03.03	Municipal tax obligations	3,041	2,046
2.01.04	Borrowing	227,243	196,248
2.01.04.01	Borrowing	108,779	126,741
2.01.04.01.01	In local currency	108,779	126,741
2.01.04.02	Debentures	118,464	69,507
2.01.04.02.01	Debentures	118,464	69,507
2.01.05	Other obligations	186,757	136,098
2.01.05.02	Other	186,757	136,098
2.01.05.02.01	Dividends and interest on capital	89,746	37,288
2.01.05.02.04	Rentals	67,160	65,768
2.01.05.02.06	Other payables	29,851	33,042
2.01.06	Provision	15,295	11,532
2.01.06.01	Provision for tax, social security, labor and civil contingencies	1,153	2,817
2.01.06.01.01	Tax provision	93	93
2.01.06.01.05	Provision for legal claims	1,060	2,724
2.01.06.02	Other provisions	14,142	8,715
2.01.06.02.06	Provisions for sundry obligations	14,142	8,715
2.02	Non-current liabilities	1,004,451	717,253
2.02.01	Borrowing	684,376	414,711
2.02.01.01	Borrowing	128,816	181,062
2.02.01.01	In local currency	128,816	181,062
2.02.01.02	Debentures	555,560	233,649
2.02.01.02.01	Debentures	555,560	233,649
2.02.02	Other obligations	60,803	68,156
2.02.02	Other	60,803	68,156
2.02.02.02	Tax recovery program (REFIS)	, -	20,641
2.02.02.02.03	Call option for additional shares	10,554	47,515
2.02.03	Deferred taxes	50,249	4/,515 226,217
2.02.03	Deferred income tax and social contribution	253,182	, ,
2.02.03.01	Provision	253,182 6,090	226,217 8,169
•		6,090	8,169
2.02.04.01	Provision for tax, social security, labor and civil contingencies		, ,
2.02.04.01.05	Provision for legal claims	6,090	8,169
2.03	Equity  Reid un chara capital	3,285,269	3,222,513
2.03.01	Paid-up share capital	1,808,639	1,808,639
2.03.02	Capital reserves	110,346	151,156
2.03.04	Revenue reserves	1,228,149	1,280,751
2.03.04.01	Legal reserve	90,397	90,397
2.03.04.02	Statutory reserve	1,137,752	1,137,752
2.03.04.08	Proposed additional dividends	0	52,602
2.03.05	Retained earnings (accumulated deficit)	156,256	0
2.03.06	Carrying value adjustments	-18,121	-18,033

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/statement of income

Code	Description	Current quarter 4/1/2018 to	Accumulated - prior year 1/1/2018 to	Same quarter - prior year 4/1/2017 to	Accumulated - prior year 1/1/2017 to
		6/30/2018	6/30/2018	6/30/2017	6/30/2017
3.01	Net sales revenue	3,450,594	6,739,230	3,115,694	6,063,992
3.01.01	Gross sales revenue	3,612,313	7,057,548	3,266,267	6,360,588
3.01.02	Taxes on sales	-132,644	-262,605	-115,264	-225,833
3.01.03	Rebates	-29,075	-55,713	-35,309	-70,763
3.02	Cost of sales and/or services	-2,363,489	-4,639,876	-2,130,255	-4,169,764
3.03	Gross profit	1,087,105	2,099,354	985,439	1,894,228
3.04	Operating income/expenses	-880,453	-1,717,866	-768,163	-1,514,317
3.04.01	Selling expenses	-694,965	-1,359,815	-608,332	-1,199,463
3.04.02	General and administrative expenses	-180,712	-353,683	-160,429	-313,470
3.04.02.01	Administrative expenses	-81,031	-158,531	-79,446	-155,481
3.04.02.03	Depreciation and amortization	-99,681	-195,152	-80,983	-157,989
3.04.05	Other operating expenses	-6,240	-6,240	О	-2,160
3.04.05.01	Extraordinary expenses	-6,240	-6,240	0	-2,160
3.04.06	Equity in the results of investees	1,464	1,872	598	776
3.05	Profit before finance results and taxes	206,652	381,488	217,276	379,911
3.06	Finance results	-24,954	-40,462	-27,893	-56,191
3.06.01	Finance income	17,550	33,353	27,564	54,745
3.06.02	Finance costs	-42,504	-73,815	-55,457	-110,936
3.07	Profit before income tax and social contribution	181,698	341,026	189,383	323,720
3.08	Income tax and social contribution	-45,240	-83,614	-51,902	-82,383
3.08.01	Current	-33,405	-56,602	-45,973	-70,180
3.08.02	Deferred	-11,835	-27,012	-5,929	-12,203
3.09	Profit (loss) from continuing operations	136,458	257,412	137,481	241,337
3.11	Profit/loss for the period	136,458	257,412	137,481	241,337
3.99	Earnings per share - (Reais/share)				
3.99.01	Basic earnings per share - R\$				
3.99.01.01	Common shares	0.41417	0.78128	0.41668	0.73144
3.99.02	Diluted earnings per share - R\$			-	
3.99.02.01	Common shares	0.41452	0.78194	0.41668	0.73144

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/statement of comprehensive income

Code	Description	Current quarter 4/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2018 to 6/30/2018	Same quarter - prior year 4/1/2017 to 6/30/2017	Accumulated - prior year 1/1/2017 to 6/30/2017
4.01	Profit for the period	136,458	257,412	137,481	241,337
4.03	Comprehensive income for the period	136,458	257,412	137,481	241,337

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/statement of cash flow - indirect method

Code	Description	Accumulated- current year 1/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2017 to 6/30/2017
6.01	Net cash provided by operating activities	149,750	121,432
6.01.01	Cash from operations	562,398	537,514
6.01.01.01	Profit before income tax and social contribution	341,026	323,720
6.01.01.02	Depreciation and amortization	195,152	157,989
6.01.01.03	Share-based compensation plan, net	6,115	6,178
6.01.01.04	Interest on payables to subsidiary	2,734	4,737
6.01.01.05	Result on disposal of property and equipment and intangible assets	4,521	2,686
6.01.01.06	Provision for legal claims	-3,105	9,023
6.01.01.07	(Reversal) provision for inventory losses	69	2,044
6.01.01.08	Provision for impairment of trade receivables	-4,128	793
6.01.01.09	(Reversal) provision for store closures	-1,228	-553
6.01.01.10	Interest expenses	26,510	31,613
6.01.01.11	Amortization of transaction cost of debentures	-3,396	60
6.01.01.12	Equity in results of investees	-1,872	-776
6.01.02	Changes in assets and liabilities	-335,096	-352,779
6.01.02.01	Trade receivables and other receivables	-40,461	-59,060
6.01.02.02	Inventory	-111,082	-96,796
6.01.02.03	Other current assets	-4,096	10,868
6.01.02.04	Long term receivables	-3,371	-11,129
6.01.02.05	Trade payables	-160,959	-215,778
6.01.02.06	Salaries and social charges	50,885	24,185
6.01.02.07	Taxes and contributions	-58,914	-13,377
6.01.02.08	Other liabilities	-8,490	6,076
6.01.02.09	Rentals payable	1,392	2,232
6.01.03	Other	-77,552	-63,303
6.01.03.01	Interest paid	-16,834	-11,524
6.01.03.02	Income tax and social contribution paid	-60,718	-51,779
6.02	Net cash used in investing activities	-290,967	-308,514
6.02.03	Purchases of property and equipment and intangible assets	-289,573	-287,850
6.02.04	Proceeds from sale of property and equipment	7	566
6.02.05	Loans granted to subsidiaries	-1,401	-21,230
6.03	Net cash used in financing activities	160,280	235,127
6.03.01	Borrowing	400,599	373,365
6.03.02	Repayments of borrowing	-106,219	-53,040
6.03.03	Repurchase of shares	-46,925	О
6.03.04	Interest on capital and dividends paid	-87,175	-85,198
6.05	Increase (decrease) in cash and cash equivalents	19,063	48,045
6.05.01	Cash and cash equivalents at the beginning of the period	255,911	273,095
6.05.02	Cash and cash equivalents at the end of the period	274,974	321,140

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/statement of changes in equity - 1/1/2018 to 6/30/2018

Code	Description		Capital reserves, options granted		Retained earnings/	Other	
		Paid-up share capital	and treasury shares	Revenue reserves	accumulated deficit	comprehensive income	Equity
5.01	Opening balance	1,808,639	151,156	1,292,948	0	-30,230	3,222,513
5.03	Adjusted opening balance	1,808,639	151,156	1,292,948	0	-30,230	3,222,513
5.04	Equity transactions with owners	0	-40,810	-52,602	-101,244	0	-194,656
5.04.07	Interest on capital	0	0	0	-101,500	0	-101,500
5.04.08	Interest on capital of 2017 approved at the AGM of March 28, 2018	0	О	-52,602	0	0	-52,602
5.04.09	Interest on capital expired	0	0	0	256	0	256
5.04.10	Restricted share plan - Vesting period	0	6,115	0	0	0	6,115
5.04.11	Restricted share plan - Delivery	0	-7,382	0	0	0	-7,382
5.04.12	Goodwill on sale of shares	0	3,115	0	0	0	3,115
5.04.13	Treasury shares - Delivery	0	4,267	0	0	0	4,267
5.04.14	Repurchase of shares	0	-46,925	0	0	0	-46,925
5.05	Total comprehensive income	0	О	0	257,412	0	257,412
5.05.01	Profit for the period	0	0	0	257,412	0	257,412
5.06	Internal changes in equity	0	О	-88	88	0	0
5.06.02	Realization of revaluation reserve	0	0	-133	133	0	0
5.06.03	Taxes on realization of revaluation reserve	0	О	45	-45	0	0
5.07	Closing balance	1,808,639	110,346	1,240,258	156,256	-30,230	3,285,269

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/statement of changes in equity - 1/1/2017 to 6/30/2017

					Retained		
		Paid-up	Capital reserves,		earnings/	Other	
		share	options granted and	Revenue	accumulated	comprehensive	
Code	Description	capital	treasury shares	reserves	deficit	income	Equity
5.01	Opening balance	1,808,639	138,553	992,825	0	-30,230	2,909,787
5.03	Adjusted opening balance	1,808,639	138,553	992,825	0	-30,230	2,909,787
5.04	Equity transactions with owners	0	6,178	-61,324	-99,918	O	-155,064
5.04.07	Interest on capital	0	0	0	-100,000	0	-100,000
5.04.08	Interest on capital of 2016 approved at the AGM of March 29, 2017	0	0	-61,324	0	0	-61,324
5.04.09	Interest on capital expired	0	0	0	82	O	82
5.04.10	Restricted share plan - Vesting period	0	6,178	0	0	O	6,178
5.04.11	Restricted share plan - Delivery	0	-4,863	0	0	0	-4,863
5.04.12	Goodwill on sale of shares	0	1,382	0	0	O	1,382
5.04.13	Treasury shares - Delivery	0	3,481	0	0	О	3,481
5.05	Total comprehensive income	0	0	0	241,337	O	241,337
5.05.01	Profit for the period	0	0	0	241,337	0	241,337
5.06	Internal changes in equity	0	0	-93	93	O	0
5.06.02	Realization of revaluation reserve	0	0	-141	141	0	0
5.06.03	Taxes on realization of revaluation reserve	0	0	48	-48	0	0
5.07	Closing balance	1,808,639	144,731	931,408	141,512	-30,230	2,996,060

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Parent company financial information/statement of value added

## (R\$ thousand)

Code	Description	Accumulated - current year 1/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2017 to 6/30/2017
7.01	Revenue	7,006,366	6,289,479
7.01.01	Sales of products and services	7,001,846	6,289,824
7.01.02	Other income	392	448
7.01.04	Provision for/reversal of impairment of trade receivables	4,128	-793
7.02	Inputs acquired from third parties	-4,643,094	-4,121,373
7.02.01	Cost of sales and services	-4,241,866	-3,775,200
7.02.02	Materials, energy, outsourced services and other	-397,961	-343,592
7.02.03	Impairment/recovery of assets	-3,267	-2,581
7.03	Gross value added	2,363,272	2,168,106
7.04	Retentions	-195,152	-157,989
7.04.01	Depreciation, amortization and depletion	-195,152	-157,989
7.05	Net value added generated by the entity	2,168,120	2,010,117
7.06	Value added received through transfer	37,708	55,521
7.06.01	Equity in the results of investees	1,872	776
7.06.02	Finance income	33,720	54,745
7.06.03	Other	2,116	0
7.07	Total value added to distribute	2,205,828	2,065,638
7.08	Distribution of value added	2,205,828	2,065,638
7.08.01	Personnel	723,154	643,891
7.08.01.01	Direct remuneration	567,734	516,629
7.08.01.02	Benefits	105,473	89,923
7.08.01.03	Unemployment compensation fund	49,947	37,339
7.08.02	Taxes and contributions	871,123	840,223
7.08.02.01	Federal	264,136	242,803
7.08.02.02	State	596,104	587,381
7.08.02.03	Municipal	10,883	10,039
7.08.03	Providers of capital	354,139	340,187
7.08.03.01	Interest	72,883	110,129
7.08.03.02	Rentals	281,256	230,058
7.08.04	Stockholders and the Company	257,412	241,337
7.08.04.01	Interest on capital	101,500	100,000
7.08.04.03	Profits reinvested/loss for the period	155,912	141,337

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

## $Consolidated\ financial\ information/balance\ sheet\ -\ assets$

## (R\$ thousand)

		Current quarter	Prior year
Code	Description	6/30/2018	12/31/2017
1	Total assets	6,759,816	6,464,249
1.01	Current assets	4,125,731	3,928,204
1.01.01	Cash and cash equivalents	281,255	264,873
1.01.03	Trade receivables	1,101,622	1,049,074
1.01.03.01	Customers	967,282	930,071
1.01.03.01.01	Checks receivable	104,749	97,479
1.01.03.01.02	Credit and debit cards	795,666	779,665
1.01.03.01.03	PBM - Medicine benefit program	46,669	36,600
1.01.03.01.04	Agreements with companies	21,754	20,988
1.01.03.01.05	Bank slip/ Online transfer	14	3
1.01.03.01.06	(-) Provision for impairment of receivables	-1,570	-4,664
1.01.03.02	Other receivables	134,340	119,003
1.01.03.02.01	Advances to employees	10,573	6,216
1.01.03.02.02	Returns to suppliers	4,887	6,656
1.01.03.02.03	Commercial agreements	86,823	94,240
1.01.03.02.05	Other	32,057	11,891
1.01.04	Inventory	2,640,799	2,517,594
1.01.04.01	Goods for resale	2,653,122	2,529,596
1.01.04.02	Materials	1,567	1,819
1.01.04.03	(-) Provision for losses on goods	-13,890	-13,821
1.01.06	Taxes recoverable	66,875	78,778
1.01.06.01	Current taxes recoverable	66,875	78,778
1.01.06.01.01	Other taxes recoverable	5,074	654
1.01.06.01.02	Taxes on profit	61,801	78,124
1.01.07	Prepaid expenses	35,180	17,885
1.02	Non-current assets	2,634,085	2,536,045
1.02.01	Long term receivables	72,124	68,753
1.02.01.04	Trade receivables	920	1,622
1.02.01.04.02	Other receivables	920	1,622
1.02.01.08	Prepaid expenses	2,225	4,941
1.02.01.10	Other non-current assets	68,979	62,190
1.02.01.10.04	Judicial deposits	33,399	29,215
1.02.01.09.05	Taxes recoverable	35,580	32,975
1.02.03	Property and equipment	1,368,359	1,276,276
1.02.04	Intangible assets	1,193,602	1,191,016

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Consolidated financial information/balance sheet - liabilities and equity

# (R\$ thousand)

G 1	B 1.1	Current quarter	Prior year
Code	Description	6/30/2018	12/31/2017
2	Total liabilities and equity	6,759,816	6,464,249
2.01	Current liabilities	2,438,100	2,493,779
2.01.01	Social security and labor obligations	254,223	202,799
2.01.01.01	Social security obligations	40,354	41,042
2.01.01.02	Labor obligations	213,869	161,757
2.01.02	Trade payables	1,670,111	1,815,687
2.01.02.01	Domestic suppliers	1,670,111	1,815,687
2.01.03	Tax obligations	83,199	130,432
2.01.03.01	Federal tax obligations	22,903	76,443
2.01.03.01.01	Income tax and social contribution payable	427	3,399
2.01.03.01.02	Other federal tax obligations	22,476	73,044
2.01.03.02	State tax obligations	57,255	51,941
2.01.03.03	Municipal tax obligations	3,041	2,048
2.01.04	Borrowing	227,243	196,248
2.01.04.01	Borrowing	108,779	126,741
2.01.04.01.01	In local currency	108,779	126,741
2.01.04.02	Debentures	118,464	69,507
2.01.04.02.01	Debentures	118,464	69,507
2.01.05	Other obligations	188,029	136,821
2.01.05.02	Other	188,029	136,821
2.01.05.02.01	Dividends and interest on capital	89,932	37,474
2.01.05.02.04	Rentals	67,196	65,768
2.01.05.02.06	Other payables	30,901	33,579
2.01.06	Provision	15,295	11,792
2.01.06.01	Provision for tax, social security, labor and civil contingencies	1,153	2,817
2.01.06.01.01	Tax provision	93	93
2.01.06.01.05	Provision for legal claims	1,060	2,724
2.01.06.02	Other provisions	14,142	8,975
2.01.06.02.06	Provisions for sundry obligations	14,142	8,975
2.02	Non-current liabilities	1,007,056	720,098
2.02.01	Borrowing	684,376	414,711
2.02.01.01	Borrowing	128,816	181,062
2.02.01.01.01	In local currency	128,816	181,062
2.02.01.02	Debentures	555,560	233,649
2.02.01.02.01	Debentures	555,560	233,649
2.02.02	Other obligations	61,069	68,503
2.02.02.02	Payables to related parties	61,069	68,503
2.02.02.01.03	Payables to other related parties	10,820	20,988
2.02.02.01.04	Call option for additional shares	50,249	47,515
2.02.03	Deferred taxes	255,521	228,715
2.02.03.01	Deferred income tax and social contribution	255,521	228,715
2.02.04	Provision	6,090	8,169
2.02.04.01	Provision for tax, social security, labor and civil contingencies	6,090	8,169
2.02.04.01.05	Provision for legal claims	6,090	8,169
2.03	Consolidated equity	3,314,660	3,250,372
2.03.01	Paid-up share capital	1,808,639	1,808,639
2.03.02	Capital reserves	110,346	151,156
2.03.04	Revenue reserves	1,228,149	1,280,751
2.03.04.01	Legal reserve	90,397	90,397
2.03.04.02	Statutory reserve	1,137,752	1,137,752
2.03.04.08	Proposed additional dividends	0	52,602
2.03.04.08	Retained earnings (accumulated deficit)	156,256	52,002
2.03.05	Carrying value adjustments	-18,121	-18,033
2.03.00	Noncontrolling interests	-10,121 29,391	27,859
2.03.09	Troncontrolling illerests	29,391	2/,059

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Consolidated financial information/statement of income

Code	Description	Current quarter 4/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2018 to 6/30/2018	Same quarter - prior year 4/1/2017 to 6/30/2017	Accumulated - prior year 1/1/2017 to 6/30/2017
3.01	Net sales revenue	3,613,988	7,047,566	3,237,259	6,294,369
3.01.01	Gross sales revenue	3,791,578	7,395,547	3,397,860	6,610,266
3.01.02	Taxes on sales	-145,004	-285,551	-121,977	-238,611
3.01.03	Rebates	-32,586	-62,430	-38,624	-77,286
3.02	Cost of sales and/or services	-2,509,789	-4,916,608	-2,237,538	-4,373,024
3.03	Gross profit	1,104,199	2,130,958	999,721	1,921,345
3.04	Operating income/expenses	-894,059	-1,744,670	-780,145	-1,537,433
3.04.01	Selling expenses	-704,267	-1,379,106	-616,900	-1,216,042
3.04.02	General and administrative expenses	-183,552	-359,324	-163,245	-319,231
3.04.02.01	Administrative expenses	-83,284	-163,018	-81,735	-160,199
3.04.02.03	Depreciation and amortization	-100,268	-196,306	-81,510	-159,032
3.04.05	Other operating expenses	-6,240	-6,240	О	-2,160
3.04.05.01	Extraordinary expenses	-6,240	-6,240	О	-2,160
3.05	Profit before finance results and taxes	210,140	386,288	219,576	383,912
3.06	Finance results	-25,863	-42,001	-29,141	-58,631
3.06.01	Finance income	18,336	34,803	28,807	57,026
3.06.02	Finance costs	-44,199	-76,804	-57,948	-115,657
3.07	Profit before income tax and social contribution	184,277	344,287	190,435	325,281
3.08	Income tax and social contribution	-46,621	-85,343	-52,465	-83,309
3.08.01	Current	-34,664	-58,490	-46,688	-71,627
3.08.02	Deferred	-11,957	-26,853	-5,777	-11,682
3.09	Profit (loss) from continuing operations	137,656	258,944	137,970	241,972
3.11	Consolidated profit/loss for the period	137,656	258,944	137,970	241,972
3.11.01	Attributable to owners of the Company	136,458	257,412	137,481	241,337
3.11.02	Attributable to noncontrolling interests	1,198	1,532	489	635
3.99	Earnings per share - (Reais/share)				
3.99.01	Basic earnings per share				
3.99.01.01	Common shares	0.41417	0.78128	0.41668	0.73144
3.99.02	Diluted earnings per share		•	•	
3.99.02.01	Common shares	0.41452	0.78194	0.41668	0.73144

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Consolidated financial information/statement of comprehensive income

Code	Description	Current quarter 4/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2018 to 6/30/2018	Same quarter - prior year 4/1/2017 to 6/30/2017	Accumulated - prior year 1/1/2017 to 6/30/2017
4.01	Consolidated profit for the period	137,656	258,944	137,970	241,972
4.03	Consolidated comprehensive income for the period	137,656	258,944	137,970	241,972
4.03.01	Attributable to owners of the Company	136,458	257,412	137,481	241,337
4.03.02	Attributable to noncontrolling interests	1,198	1,532	489	635

# $Consolidated\ financial\ information/statement\ of\ cash\ flow\ -\ indirect\ method$

## (R\$ thousand)

Code	Description	Accumulated - current year 1/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2017 to 6/30/2017
6.01	Net cash provided by operating activities	146,431	101,493
6.01.01	Cash from operations	568,469	541,370
6.01.01.01	Profit before income tax and social contribution	344,287	325,281
6.01.01.02	Depreciation and amortization	196,306	159,032
6.01.01.03	Share-based compensation plan	6,143	6,192
6.01.01.04	Interest on payables to subsidiary	2,734	4,737
6.01.01.05	Result on disposal of property and equipment and intangible assets	4,521	2,686
6.01.01.06	Provision for legal claims	-3,105	9,023
6.01.01.07	(Reversal) provision for inventory losses	69	2,044
6.01.01.08	Provision for impairment of trade receivables	-4,372	802
6.01.01.09	(Reversal) provision for store closures	-1,228	-553
6.01.01.10	Interest expenses	26,510	32,066
6.01.01.11	Amortization of transaction cost of debentures	-3,396	60
6.01.02	Changes in assets and liabilities	-343,068	-375,145
6.01.02.01	Trade receivables and other receivables	-48,100	-80,544
6.01.02.02	Inventory	-123,274	-107,136
6.01.02.03	Other current assets	-5,393	10,846
6.01.02.04	Long term receivables	-3,371	-11,129
6.01.02.05	Trade payables	-149,592	-208,260
6.01.02.06	Salaries and social charges	51,424	25,510
6.01.02.07	Taxes and contributions	-57,843	-12,880
6.01.02.08	Other liabilities	-8,347	6,223
6.01.02.09	Rentals payable	1,428	2,225
6.01.03	Other	-78,970	-64,732
6.01.03.01	Interest paid	-16,834	-12,157
6.01.03.02	Income tax and social contribution paid	-62,136	-52,575
6.02	Net cash used in investing activities	-290,329	-288,294
6.02.01	Purchases of property and equipment and intangible assets	-290,336	-288,860
6.02.02	Proceeds from sale of property and equipment	7	566
6.03	Net cash used in financing activities	160,280	234,532
6.03.01	Borrowing	400,587	393,960
6.03.02	Repayments of borrowing	-106,207	-74,230
6.03.03	Repurchase of shares	-46,925	0
6.03.04	Interest on capital and dividends paid	-87,175	-85,198
6.05	Increase (decrease) in cash and cash equivalents	16,382	47,731
6.05.01	Cash and cash equivalents at the beginning of the period	264,873	276,632
6.05.02	Cash and cash equivalents at the end of the period	281,255	324,363

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Consolidated financial information/statement of changes in equity - 1/1/2018 to 6/30/2018

Code	Description	Paid-up	Capital reserves,		Retained earnings/	Other			
			options granted and		accumulated	comprehensive		Noncontrolling	Consolidated
		capital	treasury shares	reserves	deficit	income	Equity	interests	equity
5.01	Opening balance	1,808,639	151,156	1,292,948	0	-30,230	3,222,513	27,859	3,250,372
5.03	Adjusted opening balance	1,808,639	151,156	1,292,948	0	-30,230	3,222,513	27,859	3,250,372
5.04	Equity transactions with owners	0	-40,810	-52,602	-101,244	0	-194,656	0	-194,656
5.04.07	Interest on capital	0	0	0	-101,500	0	-101,500	0	-101,500
5.04.08	Interest on capital of 2017 approved at the	0	0	-52,602	0	0	-52,602	0	-52,602
	AGM of March 29, 2018								
5.04.09	Interest on capital expired	0	0	0	256	0	256	0	256
5.04.10	Restricted share plan - Vesting period	0	6,115	0	0	0	6,115	0	6,115
5.04.11	Restricted share plan - Delivery	0	-7,382	0	0	0	-7,382	0	-7,382
5.04.12	Goodwill on sale of shares	0	3,115	0	0	0	3,115	0	3,115
5.04.13	Treasury shares - Delivery	0	4,267	0	0	0	4,267	0	4,267
5.04.14	Repurchase of shares	0	-46,925	0	0	0	-46,925	0	-46,925
5.05	Total comprehensive income	0	0	0	257,412	0	257,412	1,532	258,944
5.05.01	Profit for the period	0	0	0	257,412	0	257,412	1,532	258,944
5.06	Internal changes in equity	0	0	-88	88	0	0	0	0
5.06.02	Realization of revaluation reserve	0	0	-133	133	0	0	0	0
5.06.03	Taxes on realization of revaluation reserve	0	0	45	-45	0	0	0	0
5.07	Closing balance	1,808,639	110,346	1,240,258	156,256	-30,230	3,285,269	29,391	3,314,660

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Consolidated financial information/statement of changes in equity - 1/1/2017 to 6/30/2017

Code	Description	Paid-up	Capital reserves,	_	Retained earnings/	Other			
		share capital	options granted and treasury shares		accumulated deficit	comprehensive income	Equity	Noncontrolling interests	Consolidated equity
5.01	Opening balance	1,808,639	138,553	992,825	0	-30,230	2,909,787	26,168	2,935,955
5.03	Adjusted opening balance	1,808,639	138,553	992,825	0	-30,230	2,909,787	26,168	2,935,955
5.04	Equity transactions with owners	0	6,178	-61,324	-99,918	0	-155,064	387	-154,677
5.04.07	Interest on capital	0	O	0	-100,000	0	-100,000	0	-100,000
5.04.08	Interest on capital of 2016 approved at the	0	0	-61,324	0	0	-61,324	0	-61,324
• .	AGM of March 29, 2017			,			<i>7</i> <b>0</b> .		,
5.04.09	Interest on capital expired	0	0	0	82	0	82	0	82
5.04.10	Restricted share plan - Vesting period	0	6,178	0	0	0	6,178	0	6,178
5.04.11	Restricted shares - Delivery	0	-4,863	0	0	0	-4,863	0	-4,863
5.04.12	Goodwill on sale of shares	0	1,382	0	0	0	1,382	0	1,382
5.04.13	Treasury shares - Delivery	0	3,481	0	0	0	3,481	0	3,481
5.04.14	Noncontrolling interests in the investment	0	0	0	0	0	0	387	387
	acquired								
5.05	Total comprehensive income	0	0	0	241,337	0	241,337	635	241,972
5.05.01	Profit for the period	0	0	0	241,337	0	241,337	635	241,972
5.06	Internal changes in equity	0	0	-93	93	0	0	0	0
5.06.02	Realization of revaluation reserve	0	0	-141	141	0	0	0	0
5.06.03	Taxes on realization of revaluation reserve	0	0	48	-48	0	0	0	0
5.07	Closing balance	1,808,639	144,731	931,408	141,512	-30,230	2,996,060	27,190	3,023,250

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Consolidated financial information/statement of value added

## (R\$ thousand)

Code	Description	Accumulated - current year 1/1/2018 to 6/30/2018	Accumulated - prior year 1/1/2017 to 6/30/2017
7.01	Revenue	7,337,891	6,532,633
7.01.01	Sales of products and services	7,333,127	6,532,987
7.01.02	Other income	392	448
7.01.04	Provision for/reversal of impairment of trade receivables	4,372	-802
7.02	Inputs acquired from third parties	-4,930,159	-4,334,059
7.02.01	Cost of sales and services	-4,518,370	-3,978,461
7.02.02	Materials, energy, outsourced services and other	-408,522	-353,017
7.02.03	Impairment/recovery of assets	-3,267	-2,581
7.03	Gross value added	2,407,732	2,198,574
7.04	Retentions	-196,306	-159,032
7.04.01	Depreciation, amortization and depletion	-196,306	-159,032
7.05	Net value added generated by the entity	2,211,426	2,039,542
7.06	Value added received through transfer	37,286	57,026
7.06.02	Finance income	35,170	57,026
7.06.03	Other	2,116	0
7.07	Total value added to distribute	2,248,712	2,096,568
7.08	Distribution of value added	2,248,712	2,096,568
7.08.01	Personnel	733,543	653,619
7.08.01.01	Direct remuneration	573,516	522,527
7.08.01.02	Benefits	109,591	93,406
7.08.01.03	Unemployment compensation fund	50,436	37,686
7.08.02	Taxes and contributions	898,284	855,862
7.08.02.01	Federal	268,204	245,586
7.08.02.02	State	619,087	600,196
7.08.02.03	Municipal	10,993	10,080
7.08.03	Providers of capital	357,941	345,115
7.08.03.01	Interest	75,633	114,283
7.08.03.02	Rentals	282,308	230,832
7.08.04	Stockholders and the Company	258,944	241,972
7.08.04.01	Interest on capital	101,500	100,000
7.08.04.03	Profits reinvested/loss for the period	155,912	141,337
7.08.04.04	Noncontrolling interests in retained earnings	1,532	635

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#### Comments on company performance

#### **EARNINGS RELEASE 2Q18**

São Paulo, July 30, 2018. **RD - People, Health and Well-being** (Raia Drogasil S.A. - B3: RADL3) announces today its results for the 2<sup>nd</sup> quarter of 2018 (2Q18). The Company's parent company and consolidated quarterly financial statements for the periods ended in June 30, 2018 and 2017 have been prepared in accordance with technical pronouncement CPC 21 (R1) - "Interim Financial Reporting", the requirements in Official Letter/CVM/SNC/SEP 003/2011 of April 28, 2011, and the International Financial Reporting Standards (IFRS) - IAS 34 and discloses all material information specific to the individual and consolidated quarterly information, which is consistent with the information used by management in managing the activities. Such information was prepared in Reais and all growth rates relate to the same period of 2017.

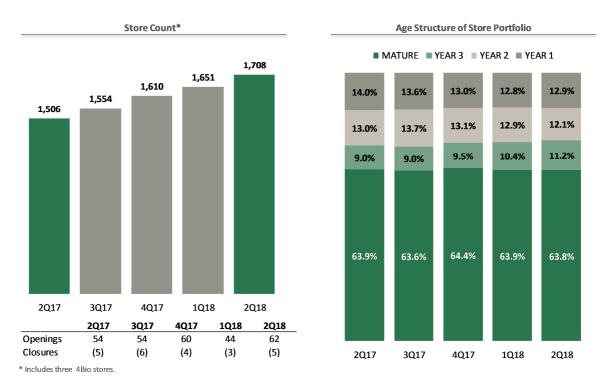
#### **QUARTERLY HIGHLIGHTS:**

- > DRUGSTORES: 1,708 stores in operation (62 openings and 5 closures)
- GROSS REVENUES: R\$ 3.8 billion, 11.6% growth (2.5% retail same-store sales growth)
- > GROSS MARGIN: 29.1% of gross revenues, a 0.3 percentage point decrease
- > EBITDA: R\$ 316.6 million, a margin of 8.4%, an increase of 5.2%
- > NET INCOME: R\$ 141.8 million, 3.7% of net margin, an increase of 2.8%
- CASH FLOW: R\$ 67.7 million negative free cash flow, R\$ 154.1 million of cash consumption
- > EXPANSION: Entered the Pará state with tree stores in Belém

Summary	2Q17	3Q17	4Q17	1Q18	2Q18
(R\$ thousand)					
# of Stores - Retail + 4Bio	1,506	1,554	1,610	1,651	1,708
Store Openings	54	54	60	44	62
Store Closures	(5)	(6)	(4)	(3)	(5)
# of Stores (average)	1,485	1,533	1,588	1,629	1,679
Headcount (EoP)	30,264	31,163	32,265	32,633	32,808
Pharmacist Count (EoP)	5,773	5,977	6,044	6,323	6,412
# of Tickets (000)	51,091	52,798	53,957	52,291	55,148
Gross Revenue	3,397,860	3,580,024	3,662,178	3,603,969	3,791,578
Gross Profit	999,721	1,020,396	1,046,258	1,026,758	1,104,199
% of Gross Revenues	29.4%	28.5%	28.6%	28.5%	29.1%
Adjusted EBITDA	301,085	296,463	288,719	272,185	316,648
% of Gross Revenues	8.9%	8.3%	7.9%	7.6%	8.4%
Adjusted Net Income	137,970	136,493	132,623	121,288	141,775
% of Gross Revenues	4.1%	3.8%	3.6%	3.4%	3.7%
Net Income	137,970	136,493	134,188	121,288	137,656
% of Gross Revenues	4.1%	3.8%	3.7%	3.4%	3.6%
Free Cash Flow	(47,500)	102,135	68,432	(102,012)	(67,705)

#### Comments on company performance

#### STORE DEVELOPMENT



We opened 62 new stores and closed 5 in the 2Q18, ending the quarter with 1,708 stores, including three 4Bio units. We reiterate our guidance of 240 gross openings per year for both 2018 and 2019. At the end of the period, 36.2% 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. It is important to mention that the performance of the stores opened this year remains very robust, in line with our historical standards.

We closed five stores in the quarter, of which three stores were still in the maturation process, representing corrections of expansion mistakes that are normal in such large-scale expansion, and two mature store relocations, with positive return expectations associated to them.

Our national market share reached 11.8% in the 2Q18, a 0.1 percentage point increase when compared to the same period of the previous year. IMS recorded a market growth in the quarter of 9.6% (including an unprecedented 17.0% in April), a significant acceleration versus previous quarters, while the other Abrafarma chains (ex- RD), which had been growing almost identically to the market in the previous quarters, grew only 6.3% (versus 10.6% for RD's retail operation) in the quarter. Therefore, such acceleration was driven by small chains and independents, which numbers are captured by IMS as the sell-in from wholesalers and not the sell-out to consumers. This suggests that the sell-in peak in April may have impacted our figures, to be confirmed on the coming quarters.

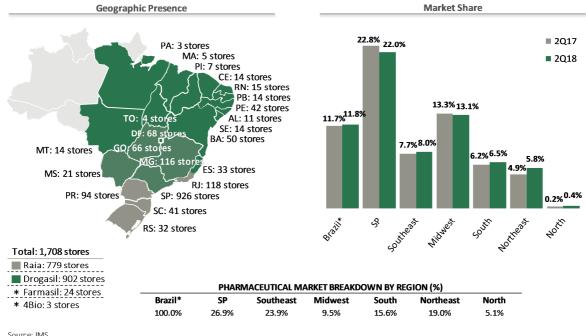
Still, we increased our market share in four of the six regions where we operate under a context of increased competition due to accelerated store addition from the other chains. The Northeast remained as our main highlight, where we recorded a market share of 5.8%, a 0.9 percentage point increase driven by our organic expansion and store maturation. We also recorded market share gains in the South and Southeast regions of 0.3 percentage point, reaching a total of 6.5% and 8.0%, respectively. On the other hand, we have lost 0.8 percentage point of market share in São Paulo, reaching a total of 22.0% and lost 0.2 percentage point in the Midwest, reaching a share of 13.1%.

In addition to the sell-in peak, our market share in São Paulo was also impacted by the deceleration of our LTM expansion from 125 stores in the 2Q16 to 79 in the 2Q18, reflecting an increased decentralization in our growth. According to IMS, our expansion fell from 10.9% of the total LTM additions in the 2Q16, to only 5.7% in the 2Q18. Also, in light of increased competition, we reduced prices and changed our generics mix strategy to become more competitive, which has contributed negatively to the average ticket. Our share loss in São Paulo in units sold was only 0.3 percentage point, versus 0.8 percentage point in revenues.

In June, we entered the state of Pará by opening three stores in Belém, with very strong initial results, extending our presence to 22 states that account for 97% of the Brazilian pharmaceutical market. We already have 20 other locations already signed to be opened in Pará in the coming months. For that reason, we are starting to disclose in separate our share figures for the North region, where we already operated in Tocantins, amounting to a 0.4% market share.

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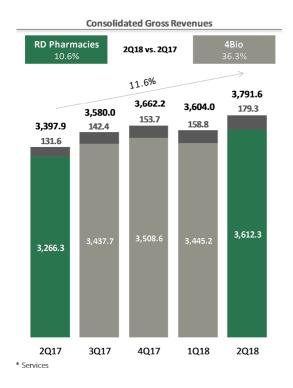
#### **Comments on company performance**

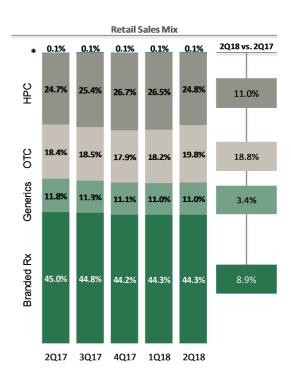


Source: IMS

#### **GROSS REVENUES**

We ended the 2Q18 with consolidated gross revenues of R\$ 3,791.6 million, an 11.6% increase over the same period of the previous year. Our drugstore revenues increased by 10.6%, while 4Bio grew 36.3% in the period.





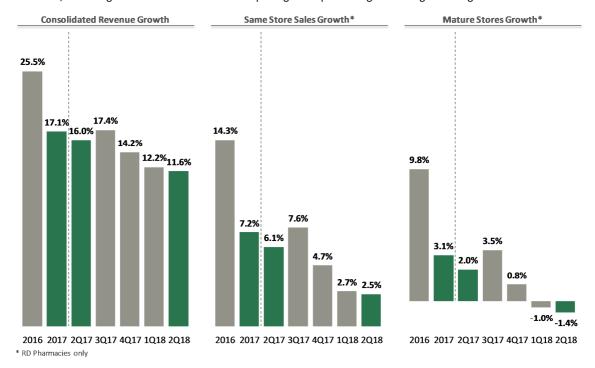
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<sup>\*</sup> Includes 4Bio only for Brazil total.

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

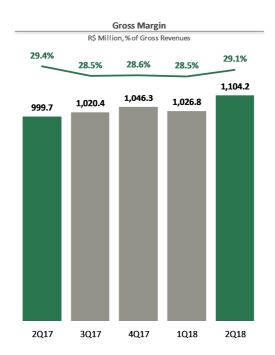
#### **Comments on company performance**

OTC was the highlight of the quarter by growing 18.8% and gaining 1.4 percentage point in the mix. HPC grew 11.0%, gaining 0.1 percentage point. On the other hand, Branded Rx grew 8.9% in the quarter, losing 0.7 percentage point. The outperformance by OTC at the expense of Branded was helped by drug switches, a migration of 0.4 percentage point. Generic revenues grew 3.4%, with 13.7% of growth in units sold, reflecting our successful investment in pricing while preserving the total gross margin.



Our same store sales increased by 2.5%, while our mature stores declined by 1.4%. Although we recorded a positive calendar effect of 0.6%, it was fully offset by a 0.6% negative impact in revenues from the days Brazil played in the FIFA World Cup.

#### **GROSS MARGIN**



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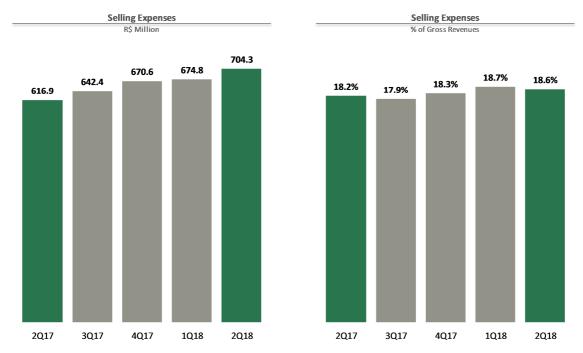
Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### Comments on company performance

Our gross margin reached 29.1%, a 0.3 percentage point pressure versus the 2Q17. We recorded a 0.2 percentage point margin pressure due to the lower inflationary gains on inventories, and 0.2 percentage point pressure from 4Bio, due to its negative mix effect. These pressures were partially offset by other commercial gains of 0.1 percentage point.

#### **SELLING EXPENSES**

In the 2Q18, selling expenses totaled R\$ 704.3 million, equivalent to 18.6% of gross revenues, a 0.4 percentage point pressure compared to the same quarter of the previous year.



We experienced personnel expenses pressure of 0.3 percentage point, as well as 0.1 percentage point pressure from rentals, 0.1 percentage point from logistics, and another 0.1 percentage point from new store openings. These pressures were mainly driven by the loss of operating leverage due to a mature-stores sales performance below inflation. They were partially offset by a 0.2 percentage point dilution due to 4Bio, which has lower selling expenses and recorded significant expense dilution in the quarter.

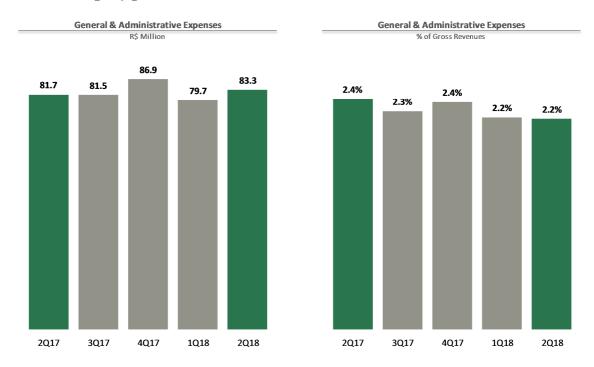
#### **GENERAL & ADMINISTRATIVE EXPENSES**

G&A expenses amounted to R\$ 83.3 million in the 2Q18, equivalent to 2.2% of gross revenues and a 0.2 percentage point dilution over the 2Q17. This expense dilution reflects a lower variable compensation allowance in the quarter compared to the previous year.

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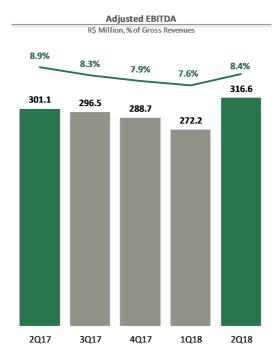
Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### **Comments on company performance**



#### **EBITDA**

Our adjusted EBITDA reached R\$ 316.6 million in the quarter, an EBITDA margin of 8.4% and a 0.5 percentage point pressure over the same period of last year.



New stores opened in the year, as well as those in the opening process, reduced the EBITDA by R\$ 14.4 million. Therefore, considering only the 1,602 stores in operation since the end of 2017 and the full absorption of logistics, general and administrative expenses by such stores, our EBITDA would have totaled R\$ 331.1 million, equivalent to a margin of 8.9% over gross revenues and a 0.4 percentage point pressure compared to the 2Q17.

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### Comments on company performance

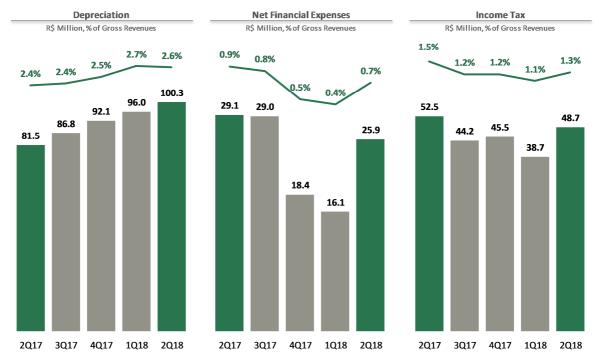
RD Pharmacies reached an adjusted EBITDA of R\$ 311.1 and a margin of 8.6% in the 2Q18, a 0.5 percentage point pressure over the same period of last year. Finally, 4Bio reached an EBITDA of R\$ 5.5 million and a margin of 3.1%, a 0.5 percentage point margin expansion.

#### **NON-RECURRING REVENUES / EXPENSES**

During the 2Q18, we recorded R\$ 6.2 million in non-recurring net expenses, which included R\$ 9.6 million in consulting expenses related to the development of our Strategic Planning for the next five years. We also recorded R\$ 3.3 million in non-recurring gains arising from tax credits that relate to previous years.

Non-Recurring Revenues / (Expenses)	2Q18
(R\$ million)	
Expenses related to the Strategic Planning	(9.6)
Tax credits from previous years	3.3
Total	(6.2)

#### **DEPRECIATION, NET FINANCIAL EXPENSES AND INCOME TAXES**



Depreciation expenses amounted to R\$ 100.3 million in the 2Q18, equivalent to 2.6% of gross revenues, a 0.2 percentage point increase due to the acceleration of our expansion program and to a lower dilution due to a weaker sales performance.

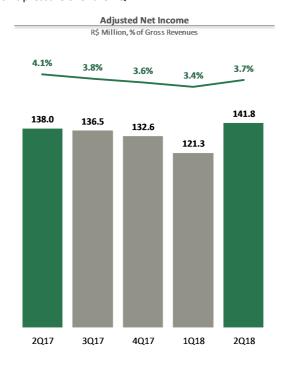
Financial expenses represented 0.7% of gross revenues, a 0.2 percentage point decrease. Of the R\$ 25.9 million recorded in the quarter, R\$ 11.7 million refers to the NPV adjustment while other R\$ 1.4 million refers to interest on the option to acquire the remaining 45% of 4Bio in 2021. Excluding the NPV adjustments and expenses related to the option to acquire 4Bio, the interest accrued on net debt amounted to R\$ 12.8 million in the 2Q18, equivalent to 0.3 percentage point of gross revenues and a 0.1 percentage point dilution over the 2Q17. Finally, we booked R\$ 48.7 million in income taxes, equivalent to 1.3% of gross revenues.

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#### **Comments on company performance**

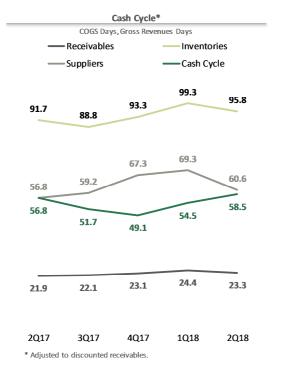
#### **NET INCOME**

Adjusted Net income totaled R\$ 141.8 million in the quarter, a 2.8% increase over the same period of the previous year. We achieved a net margin of 3.7%, a 0.4 percentage point pressure over the 2Q17.



#### **CASH CYCLE**

Our cash cycle in the 2Q18 was 1.7 day higher when compared to the same period of the previous year. Inventories increased by 4.1 days while accounts payable increased by 3.8 days. Lastly, receivables increased by 1.4 day, reflecting an unfavorable calendar at the end of June when compared to the same period in 2017.



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#### **Comments on company performance**

#### **CASH FLOW**

In the 2Q18, we recorded a negative free cash flow of R\$ 67.7 million, and a negative total cash flow of R\$ 154.1 million.

Resources from operations amounted to R\$ 230.5 million, equivalent to 6.1% of gross revenues, while we recorded a working capital investment of R\$ 132.1 million (reincorporating the discounted receivables), amounting to a total operating cash flow of R\$ 98.4 million.

Of the R\$ 166.1 million invested in the quarter, R\$ 110.5 million corresponded to new store openings, R\$ 29.1 million to the renovation or expansion of existing stores and R\$ 26.5 million to investments in infrastructure.

Net financial expenses totaled R\$ 14.2 million in the quarter, excluding NPV adjustments. These were more than fully offset by the R\$ 22.0 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\$ 50.5 million in interest on equity in the 2Q18, reflecting a payout of 36.7%, through the full usage of the legal interest on equity limit.

Cash Flow (R\$ million)	2Q18	2Q17	YTD '18	YTD '17
Adjusted EBIT NPV Adjustment	<b>216.4</b> (12.6)	<b>219.6</b> (11.1)	<b>392.5</b> (21.1)	<b>386.1</b> (32.2)
Non-Recurring Expenses Income Tax (34%) Depreciation Others	(6.2) (67.2) 100.3 (0.2)	(70.9) 81.5 3.9	(6.2) (124.2) 196.3 2.0	(2.2) (119.6) 159.0 20.2
Resources from Operations	230.5	223.0	439.4	411.3
Cash Cycle* Other Assets (Liabilities)**	(169.9) 37.8	(149.2) 31.9	(323.2) 4.5	(395.9) 52.7
Operating Cash Flow	98.4	105.7	120.6	68.1
Investments	(166.1)	(153.2)	(290.3)	(288.3)
Free Cash Flow	(67.7)	(47.5)	(169.7)	(220.2)
Interest on Equity Income Tax Paid over Interest on Equity Net Financial Expenses*** Share Buyback Income Tax (Tax benefit over financial expenses and interest on equity)	(87.1) (7.1) (14.2)	(85.1) (7.0) (16.7)	(87.2) (7.1) (19.5) (46.9)	(85.2) (7.0) (27.7)
Total Cash Flow	(154.1)	(134.0)	(289.3)	(296.7)

<sup>\*</sup>Includes adjustments to discounted receivables.

#### **INDEBTEDNESS**

At the end of the quarter, we recorded an adjusted net debt position of R\$ 682.9 million, versus R\$ 479.3 million recorded in the same period of 2017. The adjusted Net Debt to EBITDA totaled 0.6x, 0.1x higher than the 2Q17 reflecting the acceleration in our expansion plan.

This net debt includes R\$ 50.2 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 2017, assuming the pre-agreed multiple, the average forecasted annual EBITDA for 2018, 2019 and 2020 and the forecasted average net debt for 2020 as stipulated in the acquisition contracts. This estimate is revisited annually to reflect changes in the economic outlook of 4Bio. Further, 4Bio ended the quarter with R\$ 2.3 million in discounted receivables.

<sup>\*\*</sup>Includes tax shield from goodwill amortization and NPV adjustments.

<sup>\*\*\*</sup>Excludes NPV adjustments

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### **Comments on company performance**

Net Debt	2Q17	3Q17	4Q17	1Q18	2Q18
(R\$ million)					
Short-term Debt	240.6	231.8	196.2	186.2	227.2
Long-term Debt	513.0	486.7	414.7	387.3	684.4
Total Gross Debt	753.7	718.5	611.0	573.5	911.6
(-) Cash and Equivalents	324.4	394.6	264.9	102.7	281.3
Net Debt	429.3	323.9	346.1	470.8	630.4
Discounted Receivables	-	-	-	9.1	2.3
Put/Call option to acquire 4Bio (estimated)	50.0	52.5	47.5	48.9	50.2
Adjusted Net Debt	479.3	376.4	393.6	528.8	682.9
Adjusted Net Debt / EBITDA	0.5x	0.3x	0.3x	0.5x	0.6x

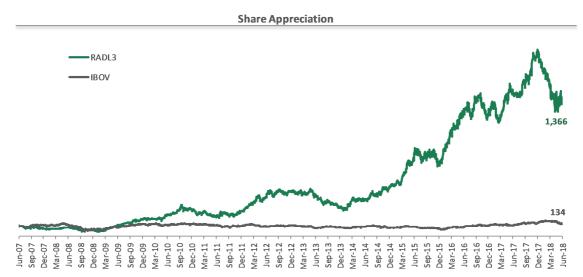
Our gross debt totaled R\$ 911.6 million, of which 26.1% corresponds to BNDES (Brazilian Economic and Social Development Bank) lines, and 73.9% correspond to the debentures issued on April 2017 and 2018. Of our total debt, 75.1% is long-term, while 24.9% relates to its short-term parcels. We ended the quarter with a total cash position (cash and marketable securities) of R\$ 281.3 million.

In April 2018, we raised R\$ 400 million in the Company's second Debenture issuance. The emission was divided in nine different series with a 2.7 years duration, 5 years maturity to the payment of the last series and an average cost of 104.5% of CDI.

#### **TOTAL SHAREHOLDER RETURN**

Our share price fell by 11.2% in the 2Q18 versus a 14.8% drop of the Ibovespa. Since the IPO of Drogasil, we achieved a cumulative share appreciation of 1,266.3% versus a return of only 33.8% for the Ibovespa. Considering the IPO of Raia in December of 2010, the cumulative return amounted to 533.8% versus an increase of only 7.0% of the Ibovespa. Considering the payment of interest on equity, this resulted in an average annual total return to shareholders of 28.1%.

We recorded an average daily trading volume of R\$ 108.9 million in the quarter.



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Adjusted Income Statement (R\$ thousand)	2Q17	2Q18
(הל נווטטגעווט)		
Gross Revenue	3,397,860	3,791,578
Taxes, Discounts and Returns	(160,602)	
Net Revenue	3,237,258	3,613,989
Cost of Goods Sold	(2,237,537)	(2,509,790)
Gross Profit	999,721	1,104,199
Operational (Expenses) Revenue		
Sales	(616,900)	
General and Administrative	(81,735)	
Operational Expenses	(698,635)	(787,552)
EBITDA	301,085	316,648
Depreciation and Amortization	(81,510)	(100,268)
Operational Earnings before Financial Results	219,576	216,380
Financial Expenses	(57,947)	(44,199)
Financial Revenue	28,806	18,336
Financial Expenses/Revenue	(29,141)	(25,863)
Earnings before Income Tax and Social Charges	190,435	190,517
Income Tax and Social Charges	(52,465)	(48,742)
Net Income	137,970	141,775

Consolidated Income Statement	2Q17	2Q18
(R\$ thousand)		
Gross Revenue	3,397,860	3,791,578
Taxes, Discounts and Returns	(160,602)	(177,589)
Net Revenue	3,237,258	3,613,989
Cost of Goods Sold	(2,237,537)	(2,509,790)
Gross Profit	999,721	1,104,199
Operational (Expenses) Revenue		
Sales	(616,900)	(704,268)
General and Administrative	(81,735)	(83,283)
Other Operational Expenses, Net	0	(6,240)
Operational Expenses	(698,635)	(793,791)
EBITDA	301,085	310,408
Depreciation and Amortization	(81,510)	(100,268)
Operational Earnings before Financial Results	219,576	210,140
Financial Expenses	(57,947)	(44,199)
Financial Revenue	28,806	18,336
Financial Expenses/Revenue	(29,141)	(25,863)
Earnings before Income Tax and Social Charges	190,435	184,277
Income Tax and Social Charges	(52,465)	(46,621)
Net Income	137,970	137,656

Assets	2Q17	2Q18
(R\$ thousand)		_
Current Assets		
Cash and Cash Equivalents	324,363	281,255
Accounts Receivable	818,151	967,282
Inventories	2,254,560	2,640,798
Taxes Receivable	86,415	66,874
Other Accounts Receivable	138,950	134,342
Anticipated Expenses	27,172	35,179
	3,649,611	4,125,731
Non-Current Assets		
Deposit in Court	26,474	33,399
Taxes Receivable	30,002	36,126
Other Credits	5,511	2,599
Property, Plant and Equipment	1,114,876	1,368,359
Intangible	1,181,935	1,193,602
	2,358,798	2,634,085
ASSETS	6,008,409	6,759,816

Liabilities and Shareholder's Equity	2Q17	2Q18
(R\$ thousand)		
Current Liabilities		
Suppliers	1,396,476	1,670,111
Loans and Financing	240,626	227,242
Salaries and Social Charges Payable	224,889	254,223
Taxes Payable	116,917	83,200
Dividend and Interest on Equity	87,626	89,932
Provision for Lawsuits	4,244	1,060
Other Accounts Payable	122,939	112,332
	2,193,716	2,438,100
Non-Current Liabilities		
Loans and Financing	513,038	684,376
Provision for Lawsuits	8,694	6,090
Income Tax and Social Charges deferred	204,823	255,521
Other Accounts Payable	64,889	61,069
	791,443	1,007,056
Shareholder's Equity		
Common Stock	1,808,639	1,808,639
Capital Reserves	144,731	110,346
Revaluation Reserve	12,290	12,109
Income Reserves	919,117	1,228,149
Accrued Income	141,512	156,256
Equity Adjustments	(30,230)	(30,230)
Non Controller Interest	27,190	29,392
	3,023,250	3,314,660
LIABILITIES AND SHAREHOLDERS' EQUITY	6,008,409	6,759,816

Cash Flow	2Q17	2Q18
(R\$ thousand) Earnings before Income Tax and Social Charges	190,435	184,277
Lamings before income fax and social charges	130,433	104,277
Adjustments		
Depreciation and Amortization	81,510	100,268
Compensation plan with restricted shares, net	3,424	2,872
Interest over additional stock option	2,427	1,386
P,P&E and Intangible Assets residual value	2,257	2,734
Provisioned Lawsuits	(1,511)	(3,703)
Provisioned Inventory Loss	958	576
Provision for Doubtful Accounts	(738)	(2,013)
Provisioned Store Closures	(462)	(636)
Interest Expenses	19,016	15,382
Debt Issuance Costs Amortization	60	542
	297,376	301,685
Assets and Liabilities variation		
Clients and Other Accounts Receivable	(35,742)	1,454
Inventories	(34,402)	(14,301)
Other Short Term Assets	10,589	(1,004)
Long Term Assets	(6,840)	(4,379)
Suppliers	(85,001)	(163,926)
Salaries and Social Charges	31,564	48,966
Taxes Payable	(27,835)	(26,049)
Other Liabilities	5,693	(539)
Rent Payable	579	(754)
Cash from Operations	155,981	141,153
Interest Paid	(6,173)	(13,542)
Income Tax and Social Charges Paid	(36,059)	(31,561)
Net Cash from (invested) Operational Activities	113,749	96,050
Investment Activities Cash Flow		
P,P&E and Intangible Acquisitions	(153,282)	(166,097)
P,P&E Sale Payments	72	7
Net Cash from Investment Activities	(153,210)	(166,090)
		, , ,
Financing Activities Cash Flow		
Funding	314,608	400,002
Payments	(47,254)	(64,269)
Share Buyback	0	0
Interest on Equity and Dividends Paid	(85,131)	(87,114)
Net Cash from Funding Activities	182,223	248,619
Cash and Cash Equivalents net increase	142,762	178,579
Cash and Cash Equivalents in the beggining of the period	181,601	102,675
Cash and Cash Equivalents in the end of the period	324,363	281,254

## **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

## 1. Operations

Raia Drogasil S.A. (the "Company") is a publicly-held company listed on the Novo Mercado ("New Market") listing segment of B3 S.A. - Brasil, Bolsa, Balcão, - with its headquarters in the capital of the state of São Paulo.

Raia Drogasil S.A. and its subsidiary 4Bio S.A. (together "Consolidated" or "Group") are mainly engaged in the retail sale of medicines, perfumery, personal care and beauty products, cosmetics and dermocosmetics and specialty medicines.

The Group performs its sales through 1,708 stores (1,610 stores - Dec-2017), distributed in 22 Brazilian states, as follows:

	Consolidated
	Jun-2018
São Paulo	926
Rio de Janeiro	118
Minas Gerais	116
Paraná	94
Distrito Federal	68
Goiás	66
Bahia	50
Pernambuco	42
Santa Catarina	41
Espírito Santo	33
Rio Grande do Sul	32
Mato Grosso do Sul	21
Rio Grande do Norte	15
Mato Grosso	14
Paraíba	14
Sergipe	14
Ceará	14
Alagoas	11
Piauí Maranhão	7
Maranhão	5
Tocantins Pará	4 3
raia	
	1,708

Raia Drogasil's stores are supplied by nine distribution centers located in seven States: São Paulo, Rio de Janeiro, Minas Gerais, Paraná, Goiás, Pernambuco and Bahia.

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#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

The subsidiary 4Bio markets its products through telesales and delivery is made directly to the customer's location or through its three call centers in the states of São Paulo and Tocantins.

## 2. Presentation of quarterly information

The quarterly information was approved by the Executive Board on July 30, 2018.

The parent company and consolidated quarterly information is presented in thousands of Brazilian Reais (R\$), which is the Group's functional and presentation currency.

The Company's parent company and consolidated quarterly financial information for the periods ended in June 30, 2018 and 2017 has been prepared in accordance with technical pronouncement CPC 21 (R1) - "Interim Financial Reporting", the requirements in Official Letter/CVM/SNC/SEP 003/2011 of April 28, 2011, and the International Financial Reporting Standards (IFRS) - IAS 34 and discloses all material information specific to the individual and consolidated quarterly information, and only such information, which is consistent with the information used by management in managing the activities.

The Company's financial statements for the year ended December 31, 2017 have been prepared in accordance with the accounting practices adopted in Brazil, including the rules issued by the Brazilian Securities and Exchange Commission (CVM) and the pronouncements issued by the Brazilian Accounting Pronouncements Committee (CPC), and are in conformity with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB). The individual and consolidated quarterly information should be read in conjunction with the Company's financial statements for the year ended December 31, 2017.

The consolidated quarterly information includes the Company's quarterly information and the quarterly information of its subsidiary 4Bio. The consolidated quarterly information has been prepared in accordance with consolidation practices and applicable legal provisions. Therefore, the consolidated statements of income and of comprehensive income include three and six months of operations of the Company and the consolidated statements of cash flows and of value added include six months of operations.

The accounting practices adopted by the Company were applied uniformly and consistently with those adopted by the Subsidiary. Where applicable, all transactions, balances, income and expenses between the Subsidiary and the Company are fully eliminated in the consolidated quarterly information.

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### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

The quarterly information includes accounting estimates and requires management to exercise its judgment in the process of applying the Company's accounting policies regarding provision for estimated inventory losses, provision for the impairment of trade receivables, measurement of financial instruments, taxes recoverable, the amortization and depreciation periods for property and equipment and intangible assets, estimate of impairment of intangible assets with indefinite useful life, provision for legal claims, fair value measurement of financial liabilities, determination of provision for taxes, recognition of revenues from commercial agreements, among others. The significant estimates and judgments are disclosed in Note 4(w) to the financial statements for the year ended December 31, 2017.

The presentation of the parent company and consolidated statements of value added is required by the Brazilian corporate legislation and the accounting practices adopted in Brazil for listed companies. The IFRS do not require the presentation of this statement. Therefore, under the IFRS, such statement is presented as supplementary information to the set of the financial statements.

The Group adopted all standards, revised standards and interpretations issued by the CPC that were effective as at June 30, 2018.

### 3. New standards, amendments to and interpretations of existing standards

New or revised standards issued but not yet effective, i.e., that will become effective for annual periods beginning on or after January 1st, 2019:

- (i) IFRS 16 Leases / CPC 6 (R2) Leases: the new standard requires lessees to recognize the liability of future payments and the right of use of the leased assets for virtually all lease contracts, including operating leases. Certain short-term and low-value contracts may be out of the scope of this new standard. The Company's management hired an independent specialized company to assist in the identification of contracts (inventory of contracts), assessing whether it has or not lease agreements in accordance with IFRS 16 / CPC 06 (R1). The analysis is in process of evaluation of impacts, mainly in respect of lease of properties from third parties (context of payment with variable component) and future minimum payments of store leases (cancelable leases), whose amounts generated to this date are shown in Note 22. This refers to an aspect of the standard that contains a significant component of judgment and requires a careful evaluation and appropriate controls to measure the liabilities qualifying as lease agreements. Given the complexity of the application of the standard, and until it is applied, the conclusions may be changed.
- (ii) IFRIC 23 Uncertainties related to the treatment of income tax: the interpretation clarifies how the recognition and measurement requirements of IAS 12 are applied when there are uncertainties about the treatment of income taxes (Corporate Income Tax IRPJ and Social Contribution on Net Profit CSLL). Management is assessing the impacts of these amendments.

There are no other IFRSs or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

## 4. Significant accounting practices

The accounting practices adopted for preparing this ITR are consistent with those disclosed in Note 4 to the financial statements for the year ended December 31, 2017, except for the adjustment to the accounting policy to include the adoption of IFRS 9 / CPC 48 - Financial Instruments and IFRS 15 / CPC 47 - Revenue from Contracts with Customers, which were adopted by the Company as from January 1st, 2018, as shown below.

- (a) IFRS 9 / CPC 48 Financial Instruments: refer to financial investments in repurchased debentures restated based on the variations of the Interbank Deposit Certificate CDI rates (Note 12), trade receivables, represented almost entirely in receivables from credit and debit cards (Note 6), both classified as subsequently measured at amortized cost, and financing contracted through operations with BNDES (Brazilian Economic and Social Development Bank) and debentures issued by the Company (Note 12), classified as subsequently measured at amortized cost.
- (b) IFRS 15 / CPC 47 Revenue from Contracts with Customers: this standard addresses the new approach to revenue recognition from transactions with customers. The standard establishes criteria of when and how much revenue should be recognized as from the identification, of the performance obligations identified, the transfer of control of the product or service to the customer and the determination of the sale price.

The Company opted for the modified retrospective application of IFRS 15/ CPC 47, effective January 1st, 2018.

This standard establishes a model that aims to identify whether the criteria for revenue recognition have been satisfied and comprise the following aspects:

- (i) Identification of a contract with a customer;
- (ii) Determination of the performance obligations;
- (iii) Determination of the transaction price;
- (iv) Allocation of the transaction price; and
- (v) Recognition of revenue at point in time or over time, in accordance with the transference of the performance obligations.

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

Being a Company that operates in the retail industry of medicines, where the consumer self-service the products at our stores where prices and discounts are informed by consulting the Company's employees or obtained in places where the products are exposed and considering that the transfer of control processes take place when delivering directly to the final consumer at the points of sales, it was concluded that there is a single performance obligation and, therefore, there is no complexity involved in defining performance obligations and transferring control of products and services to consumers.

Additionally, the other transactions of the Company subject to the assessment under IFRS 15 / CPC 47 are represented by commercial agreements where products can be sold together with other products or with discounts, which are substantially negotiations promoted by suppliers at the Company's points of sale. The sales revenue recognized in the financial statements comprises the fair value of the transactions carried out that, according to the nature of the negotiations, consider amounts of sales and receipts from consumers supplemented by receipts from suppliers.

# 5. Cash and cash equivalents

Paren	t Company	Consolidated		
Jun-2018	Dec-2017	Jun-2018	Dec-2017	
70,143	81,738	70,851	82,118	
160,443	90,769	160,443	90,769	
10,000		10,000		
34,388	83,404	39,961	91,986	
274,974	255,911	281,255	264,873	
	Jun-2018 70,143 160,443 10,000 34,388	70,143 81,738 160,443 90,769 10,000 34,388 83,404	Jun-2018         Dec-2017         Jun-2018           70,143         81,738         70,851           160,443         90,769         160,443           10,000         10,000           34,388         83,404         39,961	

Investments in investment funds and debentures held under repurchase agreements have high liquidity and are restated based on the variations of the CDI rate, and reflect the realizable value, without risk of change in value or loss of income.

For investment funds and repurchase debentures, the financial institutions which negotiated these securities guarantee credit risk and immediate liquidity without loss of income. The financial investments are concentrated at the banks Bradesco, Santander, Itaú and Banco do Brasil.

The investments in Bank Deposit Certificates have a grace period of 30 days and are adjusted by the variation of the CDI rate.

The Company's exposure to interest rate risks on financial investments is disclosed in Note 23b.

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# **Notes to the Quarterly Information** All amounts in thousands of reais unless otherwise stated

## 6. Customers

	Parent	t Company	Consolidated		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
Trade receivables (-) Provision for impairment of trade	868,416	841,471	968,852	934,735	
receivables	(1,039)	(3,889)	(1,570)	(4,664)	
	867,377	837,582	967,282	930,071	

The ageing of trade receivables is as follows:

	Paren	t Company	Consolidated		
				Dec-	
	Jun-2018	Dec-2017	Jun-2018	2017	
Not yet due	846.964	831.006	943.458	919.711	
Overdue					
Between 1 and 30 days	17,189	4,497	19,246	5,895	
Between 31 and 60 days	2,636	1,949	3,390	2,364	
Between 61 and 90 days	660	505	861	988	
Between 91 and 180 days	375	3,514	655	4,306	
Between 181 and 360 days	592		1,242	1,471	
Provision for impairment of trade receivables	(1,039)	(3,889)	(1,570)	(4,664)	
	867,377	837,582	967,282	930,071	

Days sales outstanding are approximately 40 days, term that is considered part of the normal conditions inherent in the Company's operations.

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The changes in the Company's provision for the impairment of trade receivables are as follows:

	Parent	Company	Consolidated		
	Jun-2018 Dec-20		Jun-2018	Dec-2017	
Opening balance	(3,889)	(2,612)	(4,664)	(2,756)	
Additions	(2,788)	(9,967)	(4,475)	(13,629)	
Reversals/Losses	5,638	8,690	7,569	11,721	
Closing balance	(1,039)	(3,889)	(1,570)	(4,664)	

Trade receivables are classified as "Receivables" and are therefore measured as described in Note 4d-i-3 to the financial statements for the year ended December 31, 2017.

The reversals/losses at June 30, 2018 are comprised of R\$ 3,906 (losses) and R\$ 1,732 (reversals) in the Parent Company and R\$ 4,062 (losses) and R\$ 3,507 (reversals) in the Consolidated.

## 7. Inventory

	Parent	t Company	Consolidated		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
Goods for resale	2,597,961	2,490,941	2,648,808	2,529,596	
Goods held by third parties	4,314		4,314		
Materials	1,567	1,819	1,567	1,819	
Provision for inventory losses	(13,890)	(13,821)	(13,890)	(13,821)	
Total inventory	2,589,952	2,478,939	2,640,799	2,517,594	

Changes in the provision for goods losses are as follows:

	Parent	Company	Consolidated		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
Opening balance	(13,821)	(10,165)	(13,821)	(10,165)	
Additions	(1,697)	(8,954)	(1,697)	(8,954)	
Write-offs	1,628	5,298	1,628	5,298	
Closing balance	(13,890)	(13,821)	(13,890)	(13,821)	

For the quarter ended June 30, 2018, cost of sales recognized in the statement of income was R\$ 2,363,489 (R\$ 2,130,255 - 2nd quarter/-2017) for the parent company and R\$ 2,509,789

#### **Notes to the Quarterly Information**

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(R\$2,237,538 - 2nd quarter/2017) for the consolidated accounts, including the amount of the write-offs of goods inventories recognized as losses for the quarter amounting to R\$22,470 (R\$20,693 - 2nd quarter/2017) for the parent company and R\$22,538 (R\$20,778 - 2nd quarter/2017) for the consolidated accounts.

The effect of the recognition, reversal or write-off of the provision for inventory losses is included in cost of sales in the statement of income.

#### 8. Taxes recoverable

	Paren	t Company	Consolidated		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
Taxes on profit recoverable					
Withholding Income Tax (IRRF)	386	440	386	440	
Corporate Income Tax (IRPJ)	1,832	214	1,832	214	
Social Contribution on Net Profit (CSLL)	611		611		
	2,829	654	2,829	654	
Other taxes recoverable					
Value Added Tax on Sales and Services (ICMS) -	00 500	F7 004	44.000	50.050	
credit balance	39,536	57,661	41,693	58,350	
ICMS - Refund of ICMS withheld in advance	131	320	131	320	
ICMS on acquisitions of fixed assets	46,723	43,250	46,723	43,250	
Social Integration Program (PIS)	1,876	892	1,876	892	
Social Contribution on Revenue (COFINS)	8,642	4,108	8,642	4,109	
Social Investment Fund - 1982 - securities issued to cover court-					
ordered debts	561	561	561	561	
National Institute of Social Security (INSS)		3,617		3,617	
	97,469	110,409	99,626	111,099	
	100,298	111,063	102,455	111,753	
Current assets	64,718	78,088	66,875	78,778	
Non-current assets	35,580	32,975	35,580	32,975	

The ICMS credits amounting to R\$ 39,536 and R\$ 131 (R\$ 57,661 and R\$ 320 - Dec-2017) for the parent company and R\$ 41,693 and R\$ 131 (R\$ 58,350 and R\$ 320 - Dec-2017) for the consolidated are the result of applying different ICMS rates and of refunds of ICMS-ST (the substitute taxpayer regime) on goods receiving and shipping operations carried out by the Company's distribution centers in the states of São Paulo, Paraná and Pernambuco, in order to supply its branches located in other Brazilian states. The respective tax credits have been progressively consumed in the last months, mainly due to goods that are not under the substitute taxpayer regime.

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The Group analyzed the use of ICMS credits and concluded that the tax credit balances will be used within 12 months. As regards ICMS credits on purchases of property, plant and equipment, these credits will be utilized in up to 48 months according to the legislation in force.

#### 9. Investments

#### (a) Business combinations

In 2015, the Company acquired a 55% equity interest in 4Bio Medicamentos S.A. ("4Bio") and obtained its controlling interest on October 1, 2015.

The Agreement establishes the granting of call and put options for all the remaining shares (45% of total shares) held by the founding stockholders after January 2021, and the exercise price will be calculated based on the average of the adjusted EBITDA of 4Bio for the years ending December 31, 2018, 2019 and 2020 the fair value of which at June 30, 2018 corresponds to R\$ 50,249 (R\$ 47,515 - Dec-2017).

The fair value of the additional stock options recorded in Parent Company and Consolidated, of R\$ 50,249 (R\$ 47,515 - Dec-2017) is classified as Level 3 in the fair value hierarchy. The main fair value measurements have as reference: (i) a discount rate of 11.84% in Dec-2017 (22.04% - Dec-2016), (ii) an average growth rate of EBITDA of 50.46% in Dec-2017 (27.4% in Dec-2016), considering the average of the EBITDAs projected for 2018 to 2020 and the multiple provided for in contract.

The goodwill of R\$ 25,563 arising from the acquisition represents the future economic benefits expected from the business combination.

#### (b) Changes in investments

At June 30, 2018 and 2017, the Company's investment balance is as follows:

Company name	Main activity	Interest (%)	6/30/2018	6/30/2017
4Bio Medicamentos S.A.	Retail of special medicines	55%	33,361	30,671

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### **Notes to the Quarterly Information**

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Changes in the investment balance in the subsidiary, presented in the parent company financial statements, are as follows:

Parant Company

	Parent Com	pany
	Jun-2018	Jun-2017
At January 1	31,489	29,424
Increase in ownership interests in subsidiary		471
Equity in the results of subsidiary	1,872	776
Closing balance	33,361	30,671

For the purposes of calculating the equity of 4Bio Medicamentos S.A., the Company has adjusted the assets, liabilities and related changes in the statement of income of 4Bio based on the allocation of purchase price at the acquisition date. The table below shows the effects on the profit for the period of 4Bio for the purposes of determining the equity at June 30, 2018:

	Parent Company		
	Jun-2018	Jun-2017	
Result of 4Bio (six-month period)	2,159	1,063	
Amortization of surplus arising from the business combination	(287)	(287)	
Adjusted profit of 4Bio	1,872	776	
Adjusted equity	Jun-2018	Jun-2017	
Investment at book value (55%)	17,542	14,050	
Allocation of the purchase price (surplus of assets)	4,758	5,628	
Deferred income tax liability on allocation adjustments	(1,618)	(1,913)	
Share of dividends proposed	(228)		
	20,454	17,765	
Goodwill based on expected future profitability	12,907	12,906	
	33,361	30,671	

### (c) Subsidiary's dividend

In accordance with Art. 202 of Law 6,404/76 and the Company's bylaws, a mandatory minimum dividend of 10% of the adjusted profit for the year was calculated and recorded.

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# **Notes to the Quarterly Information**All amounts in thousands of reais unless otherwise stated

# 10. Property and equipment and intangible assets

# I. Property and equipment

Changes in the parent company's property and equipment are as follows:

_								2018	2017
	Land	Buildings	Furniture, fittings and facilities	Machinery and equipment	Vehicles	Leasehold improvements	Store renovation and modernization	Total	Total
Cost		_							_
At January 1 Additions Disposals and write-offs Provision (reversal) for store closures	27,440	41,917	642,058 71,250 (4,686) 388	367,753 31,581 (1,397)	59,183 1,238 (149)	977,427 149,878 (57,977) 2,429	3,863	2,119,641 253,947 (64,209) 2,817	1,664,892 236,635 (48,642) 475
At June 30	27,440	41,917	709,010	397,937	60,272	1,071,757	3,863	2,312,196	1,853,360
Accumulated depreciation									
Average annual depreciation rates (%)		2.5 - 2.7	7.4 - 10	7.1 - 15.8	20.0 - 23.7	17.0 - 21.6	20.0		
At January 1		(20,985)	(221,374)	(170,137)	(16,711)	(412,800)	(3,721)	(845,728)	(660,001)
Additions		(542)	(31,298)	(24,214)	(3,413)	(99,845)	(93)	(159,405)	(126,685)
Disposals and write-offs Provision (reversal) for store closures		,	3,594 (124)	1,272	82	55,555 (1,520)	, ,	60,503 (1,644)	45,486 419
At June 30		(21,527)	(249,202)	(193,079)	(20,042)	(458,610)	(3,814)	(946,274)	(740,781)
Net balance		_							_
At January 1	27,440	20,932	420,684	197,616	42,472	564,627	142	1,273,913	1,004,891
At June 30	27,440	20,390	459,808	204,858	40,230	613,147	49	1,365,922	1,112,579

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# **Notes to the Quarterly Information**All amounts in thousands of reais unless otherwise stated

Changes in the consolidated property and equipment are as follows:

								2018	2017
	Land	Buildings	Furniture, fittings and facilities	Machinery and equipment	Vehicles	Leasehold improvements	Store renovation and modernization	Total	Total
Cost					_				
At January 1 Additions Disposals and write-offs Provision (reversal) for store closures	27,440	41,917	643,187 71,380 (4,687) 388	368,944 31,783 (1,397)	59,436 1,238 (149)	978,649 149,887 (57,977) 2,429	3,863	2,123,436 254,288 (64,210) 2,817	1,667,614 237,428 (48,642) 475
At June 30	27,440	41,917	710,268	399,330	60,525	1,072,988	3,863	2,316,331	1,856,875
Accumulated depreciation									
Average annual depreciation rates (%)		2.5 - 2.7	7.4 - 10	7.1 - 15.8	20 - 23.7	17 - 21.6	20		
At January 1 Additions Disposals and write-offs Provision (reversal) for store		(20,985) (542)	(221,731) (31,350) 3,594 (124)	(170,611) (24,306) 1,271	(16,913) (3,421) 82	(413,199) (99,958) 55,555 (1,520)	(3,721)	(847,160) (159,670) 60,502 (1,644)	(661,008) (126,896) 45,486 419
At June 30		(21,527)	(249,611)	(193,646)	(20,252)	(459,122)	(3,814)	(947,972)	(741,999)
Net balance									
At January 1	27,440	20,932	421,456	198,333	42,523	565,450	142	1,276,276	1,006,606
At June 30	27,440	20,390	460,657	205,684	40,273	613,866	49	1,368,359	1,114,876

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# **Notes to the Quarterly Information**All amounts in thousands of reais unless otherwise stated

# Intangible assets

Changes in the Company's intangible assets are as follows:

								2018	2017
	Points of sale	Software license and systems implementation	Goodwill on acquisition (Vison Ltda)	Goodwill on acquisition (Raia S.A.)	Trademarks	Customers portfolio	Other intangible assets	Total	Total
Cost									
At January 1	266,379	109,542	22,275	780,084	151,700	41,700	6,654	1,378,334	1,328,006
Additions	19,643	19,629					369	39,641	40,362
Disposals and write-offs	(20,500)	(5,147)						(25,647)	(22,926)
Provision (reversal) for store closures	200	3	00.075	700.004	454 700	44.700	7.000	203	(1,609)
At June 30	265,722	124,027	22,275	780,084	151,700	41,700	7,023	1,392,531	1,343,833
Accumulated amortization									
	.=	•	Indefinite	Indefinite	Indefinite				
Average annual amortization rates (%)	17.0 - 23.4	20	useful life	useful life	useful life	6.7 - 25	20		
At January 1	(138,359)	(44,493)	(2,387)			(37,637)		(222,876)	(190,727)
Additions	(23,928)	(11,591)				(230)		(35,749)	(31,308)
Disposals and write-offs	19,604	5,143						24,747	22,707
Provision (reversal) for store	(143)	(2)						(145)	1,266
At June 30	(142,826)	(50,943)	(2,387)			(37,867)		(234,023)	(198,062)
Net balance									
At January 1	128,020	65,049	19,888	780,084	151,700	4,063	6,654	1,155,458	1,137,279
At June 30	122,896	73,084	19,888	780,084	151,700	3,833	7,023	1,158,508	1,145,771

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Changes in the consolidated intangible assets are as follows:

												2018	2017
	Points of sale	Software license and systems implementation	Goodwill on acquisition (Vison Ltda)	Goodwill on acquisition (Raia S.A.)	Goodwill on acquisition (4BIO)	Trademarks Raia S.A.	Trademarks 4BIO	Customers portfolio 4BIO	Customers relationship 4BIO	Distribution channel 4BIO	Other intangible assets	Total	Total
Cost													
At January 1	266,379	110,426	22,275	780,084	25,563	151,700	5,069	41,700	7,928	535	6,722	1,418,381	1,367,584
Additions	19,643	19,746									676	40,065	40,580
Disposals and write-offs	(20,500)	(5,147)										(25,647)	(22,926)
Provision (reversal) for store closures	200	3										203	(1,608)
At June 30	265,722	125,028	22,275	780,084	25,563	151,700	5,069	41,700	7,928	535	7,398	1,433,002	1,383,630
Accumulated amortization Average annual amortization rates (%)	17 - 23.4	20	Indefinite useful life	Indefinite useful life	Indefinite useful life	Indefinite useful life	20	6.7 - 25	7	0.3	20		
At January 1	(138,359)	(44,824)	(2,387)				(2,281)	(37,637)	(1,274)	(535)	(68)	(227,365)	(193,528)
Additions	(23,928)	(11,667)					(507)	(230)	(283)		(22)	(36,637)	(32,140)
Disposals and write-offs	19,604	5,143										24,747	22,707
Provision (reversal) for store	(143)	(2)										(145)	1,266
At June 30	(142,826)	(51,350)	(2,387)				(2,788)	(37,867)	(1,557)	(535)	(90)	(239,400)	(201,695)
Net balance						_						<u> </u>	
At January 1	128,020	65,602	19,888	780,084	25,563	151,700	2,788	4,063	6,654		6,654	1,191,016	1,174,056
At June 30	122,896	73,678	19,888	780,084	25,563	151,700	2,281	3,833	6,371		7,308	1,193,602	1,181,935

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#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

## (i) Goodwill on acquisition of companies

The goodwill arising on acquisition of companies is tested annually for impairment.

## Goodwill on acquisition of Drogaria Vison Ltda.

Goodwill of R\$ 19,888 relates to the acquisition of Drogaria Vison Ltda. on February 13, 2008, which was merged into the Company as from June 30, 2008.

The goodwill is based on the expected future profitability, as assessed by an independent expert, and was amortized from April to December 2008. As provided for in CPC Guidance (OCPC) 02, beginning in 2009, goodwill is no longer amortized, but is tested annually for impairment.

#### Goodwill on acquisition of Raia S.A.

The Company recorded goodwill of R\$ 780,084 arising from the business combination with Raia S.A., which occurred on November 10, 2011, based on the expected future profitability arising from the difference between the amounts of assets assigned and received.

#### Goodwill on acquisition of 4Bio Medicamentos S.A.

The Company recorded goodwill of R\$ 25,563 arising from the business combination with 4Bio Medicamentos S.A., which occurred on October 1, 2015, whose amount was supplemented by the final adjustment of the price at March 31, 2016 of R\$ 2,040, which is based on expected future profitability arising from the difference between the amounts of assets assigned and received.

### 11. Employee benefits

# (a) Profit sharing program

The Group has a profit sharing program intended mainly to measure the performance of employees during the year. On a monthly basis, a liability and an expense for profit sharing are recognized in income statement based on estimates of achievement of operating targets and specific objectives established and approved by Management. The recognition as liabilities is made in the account of salaries and social charges and in the statement of income the recognition is made in the account of selling expenses and general and administrative expenses (Note 18).

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## (b) Other benefits

Other short-term benefits are also granted to employees, such as life insurance, health and dental care, housing allowance, maternity leave and scholarship, which are recognized on an accrual basis and whose right is extinguished at the end of the employment relationship with the Group.

The Group does not grant post-employment benefits, severance pay benefits or other long-term benefits.

## 12. Borrowing

		Parent Compar		C	onsolidated
	Average annual long-term interest rate	Jun-2018	Dec-2017	Jun-2018	Dec-2017
BNDES - Sub-loan					
Businesses	TJLP + 2.13% (+2.23% - Dec/2017) p.a.	84,475	109,387	84,475	109,387
Businesses	SELIC + 2.34% (+ 2.34% - Dec/2017) p.a.	97,604	115,633	97,604	115,633
Machinery, equipment and vehicles Machinery, equipment and	Fixed rate (3.52% - Dec/2017) p.a.		914		914
vehicles	TJLP + 2.02% (+2.02% - Dec/2017) p.a.	14,134	16,690	14,134	16,690
Machinery, equipment and vehicles Machinery, equipment and	PSI + 9.54% (9.54% - Dec/2017) p.a.	3,416	4,301	3,416	4,301
vehicles	SELIC + 2.42% (2.42% - Dec/2017) p.a.	62	71	62	71
Working capital	SELIC + 2.41% (2.37% - Dec/2017) p.a.	35,449	58,359	35,449	58,359
Other		2,455	2,448	2,455	2,448
Debentures					
1st issue of debentures	104.75% of CDI	269,460	303,156	269,460	303,156
2nd issue of debentures	104.50% of CDI	404,564		404,564	
		911,619	610,959	911,619	610,959
Current liabilities		227,243	196,248	227,243	196,248
Non-current liabilities		684,376	414,711	684,376	414,711

### **Characteristics of Borrowing**

Borrowing from the BNDES is used for the expansion of stores, acquisition of machinery/equipment, vehicles and also to finance the Company's working capital.

The subloans for the Social Project, Development of Own Brand and Acquisition of National Software are grouped in the Others line. Part of the Company's borrowing from BNDES has been taken out in the form of sub-loans, totaling R\$ 237,595 (R\$ 307,803 - Dec-2017), subject to the following restrictive covenants:

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- (i) Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) margin (EBITDA/Net operating revenue): equal to or higher than 3.6% and
- (ii) Total net debt/Total assets: equal to or lower than 20%.

Covenants are measured annually and, at December 31, 2017, the Company was in compliance with these covenants.

If these requirements were not met, the Company would have to provide BNDES with bank guarantees to ensure the performance of its obligations under the agreement.

The Group is not a party to any agreements containing non-financial covenants.

Non-current amounts mature as follows:

	Parent Company	Consolidated
	Jun-2018	Jun-2018
2019	113,128	113,128
2020	220,233	220,233
2021	184,168	184,168
2022 and thereafter	166,847	166,847
	684,376	684,376

#### **Characteristics of the Debentures**

On April 2nd, 2018, the Company performed the 2nd issuance of debentures:

Type of issue	Issue amount	Quantity outstanding	Issue	Maturity	Annual charges	Unit price
2nd issue - 9 series	R\$ 400,000	40,000	04/02/2018	2018-2023	104.5%*	R\$ 10

<sup>\*</sup> Weighted average rate of series.

The debentures were issued in April 2018 and have maturity of 60 months (April/2023), except for the assumptions of early maturity, as per the clauses of the indenture.

The costs incurred on the issues of the Company's two debentures (2017 - 1st issue and 2018 - 2nd issue), including fees, commissions and other costs, totaled R\$ 1,991 and are classified in the line item of the respective debentures and are being recognized over the total period of the debt. At June 30, 2018, the amount to be recognized was R\$ 1,482, and is presented net in the debentures balance.

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The amortization of the principal related to the 2nd issuance of debentures will occur in 9 semiannual consecutive installments, the first being from the 12nd month after the issue. The payment of the remuneration will occur on a semiannual basis, and the first payment is due in April 2019, and other payments always in April and October of each year, until the due date.

The characteristics of the debentures issued in 2017 were not changed, as shown in the table below:

	Type of issue	Issue amount	Quantity outstanding	Issue	Maturity	Annual charges	Unit price
•	1st issue -		_				
	single series	R\$ 300,000	30,000	04/19/2017	2017 - 2022	104.75%	10

The Company's debentures are conditioned to the compliance with the following covenants:

(i) Net Debt / EBITDA: cannot exceed 3.0 times.

Covenants are measured quarterly and, at June 30, 2018, the Company was in compliance with these covenants.

The non-compliance with the covenants for two consecutive quarters can be considered as a default event and consequently result in early maturity.

#### 13. Provision for contingencies and judicial deposits

The Company and its subsidiary are subject to legal claims (tax, civil and labor) arising in the normal course of business. Management, supported by the opinion of its legal advisors and, where applicable, by specific opinions issued by experts, assesses the probable final outcomes of ongoing litigation and determines whether or not setting up of provision for contingencies is necessary.

At June 30, 2018 and December 31, 2017, the Group had the following provision and corresponding judicial deposits relating to legal proceedings:

	Paren	t Company	Consolidated		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
Labor and social security	21,030	24,105	21,030	24,105	
Tax	623	586	623	586	
Civil	560	627	560	627	
	22,213	25,318	22,213	25,318	
(-) Corresponding judicial deposits	(15,063)	(14,425)	(15,063)	(14,425)	
Total	7,150	10,893	7,150	10,893	
Current liabilities	1,060	2,724	1,060	2,724	
Non-current liabilities	6,090	8,169	6,090	8,169	

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### Changes in the provision were as follows:

	Paren	t Company	Consolidated		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
At January 1	25,318	17,530	25,318	17,530	
Additions of new lawsuits	8,146	14,814	8,146	14,814	
Write-offs	(13,821)	(21,542)	(13,821)	(21,542)	
Reversals due to changes in lawsuits	(456)	(594)	(456)	(594)	
Revaluation of amounts (i)	1,434	12,132	1,434	12,132	
Monetary restatement	1,592	2,978	1,592	2,978	
Closing balance	22,213	25,318	22,213	25,318	

The provision for legal claims took into consideration the best estimate of the amounts involved, for the cases in which the likelihood of loss is estimated as probable by external and internal legal advisors, and a portion of these proceedings is guaranteed by pledged assets (Note 21).

(i) In the first quarter of 2017, there was a revaluation of the amounts related to labor claims with likelihood of loss classified as probable.

### **Possible losses**

At June 30, 2018 and December 31, 2017, the Group was party to legal proceedings of a tax, civil and labor nature, the likelihood of loss in which is estimated as possible by management and its legal advisors, amounting to R\$ 273,900 (R\$ 218,811 - Dec-2017) for the parent company and for the consolidated accounts, of which R\$ 8,389 (R\$ 11 - Dec-2017) corresponds to civil proceedings, R\$ 44,190 (R\$ 35,465 - Dec-2017) to tax proceedings and R\$ 221,321 (R\$ 183,335 - Dec-2017) to labor proceedings.

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#### **Judicial deposits**

At June 30, 2018 and December 31, 2017, the Group had the following judicial deposit amounts, for which no corresponding provision had been set up:

	Parei	nt Company	Consolidated		
	Jun-2018 Dec-2017		Jun-2018	Dec-2017	
Labor and social security	15,662	12,053	15,662	12,053	
Tax	12,953	12,121	12,953	12,121	
Civil	4,784	5,041	4,784	5,041	
Total	33,399	29,215	33,399	29,215	

# Labor contingencies

Labor claims in general relate to lawsuits filed by former employees questioning the payment of unpaid overtime and severance pay. The Group is also involved in proceedings assumed upon the acquisition of Raia S.A., which were filed by former employees of service providers claiming to have employment relationships directly with the Group, or in which the Group received a joint enforcement order for the payment of the labor rights claimed. There are also proceedings filed by professional unions for the payment of union dues, under the dispute regarding the legitimacy of the territorial base.

### Tax contingencies

These represent administrative fines, tax rate differences on interstate transfers and tax collection proceedings.

#### Civil contingencies

The Group is a defendant in lawsuits regarding usual and unique matters arising in the course of its business, most of which seek indemnification for property damage and pain and suffering from consumption relations.

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#### 14. Income Tax and Social Contribution

### (a) Income tax and social contribution paid

Effective income tax and social contribution for the quarters are as follow:

	Parent	Company		
	2nd	2nd	2nd	2nd
	Quarter-	Quarter-	Quarter-	Quarter-
	2018	2017	2018	2017
Profit before income tax and social contribution	181,698	189,383	184,277	190,435
Interest on capital	(50,500)	(49,000)	(50,500)	(49,000)
Taxable profit	131,198	140,383	133,777	141,435
Combined tax rate (25% for income tax and 9% for social			<u> </u>	
contribution)	34	34	34	34
Theoretical tax expense	(44,607)	(47,730)	(45,484)	(48,088)
Permanent additions	(1,760)	(5,232)	(1,796)	(5,259)
Equity in the results of investees	498	203	,	,
Reduction of taxes due to incentives (P.A.T)	601	826	625	845
Adjustment arising from offsetting of tax losses	28	31	34	37
Effective income tax and social contribution expense	(45,240)	(51,902)	(46,621)	(52,465)
Effective tax rate	24.9%	27.4%	25.3%	27.6%

## (b) Deferred income tax and social contribution

Deferred income tax and social contribution assets amounting to R\$ 54,171 at June 30, 2018 (R\$ 64,732 - Dec-2017) for the parent company and R\$ 54,774 at June 30, 2018 (R\$ 65,445 - Dec-2017) in the consolidated accounts arose substantially from temporarily non-deductible expenses that may be carried forward indefinitely, with estimated realization as disclosed in item (c) below.

Deferred income tax and social contribution liabilities amounting to R\$ 307,353 at June 30, 2018 (R\$ 290,949 - Dec-2017) for the parent company and R\$ 310,295 at June 30, 2018 (R\$ 294,160 - Dec-2017) in the consolidated accounts relate to tax charges on the remaining balances of: (i) the revaluation reserve; and (ii) goodwill from future profitability.

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Deferred income tax and social contribution refer to:

	Balance sheet				Statement of income			
	Parent C	ompany	Consoli	dated	Parent Co	mpany	Consol	idated
	Jun- 2018	Dec- 2017	Jun- 2018	Dec- 2017	2nd Quarter- 2018	2nd Quarter- 2017	2nd Quarter- 2018	2nd Quarter- 2017
Revaluation at fair value of land and buildings Amortization of the goodwill on future	(7,019)	(7,066)	(7,019)	(7,066)				
profitability Non-deductible intangible assets - merger of	(244,115)	(226,401)	(244,115)	(226,401)	(7,073)	(10,676)	(7,073)	(10,676)
Raia S.A.  Non-deductible intangible assets - acquisition	(56,219)	(57,482)	(56,219)	(57,482)	631	631	631	631
of 4Bio			(2,942)	(3,211)			134	134
Adjustment to present value	6,806	5,877	6,806	5,877	472	825	472	825
Provision for inventory obsolescence	19,535	29,495	19,535	29,495	(7,103)	1,289	(7,103)	1,289
Provision for sundry obligations	8,508	6,963	8,625	7,106	(1,019)	(65)	(1,070)	(100)
Provision for employee profit sharing	10,785	11,472	11,091	11,778	3,923	2,745	4,000	2,822
Provision for contingencies	7,553	8,609	7,553	8,609	(1,264)	(514)	(1,264)	(514)
Provision for impairment of trade receivables  Deferred income tax and social	984	2,316	1,164	2,580	(402)	(164)	(684)	(188)
contribution expense (benefit)					(11,835)	(5,929)	(11,957)	(5,777)
Deferred tax assets (liabilities), net	(253,182)	(226,217)	(255,521)	(228,715)				
Reflected in the balance sheet as follows:								
Deferred tax assets	54,171	64,732	54,774	65,445				
Deferred tax liabilities	(307,353)	(290,949)	(310,295)	(294,160)				
Deferred tax assets (liabilities), net	(253,182)	(226,217)	(255,521)	(228,715)				
Reconciliation of deferred tax assets (liabilities), net	Jun- 2018	Dec- 2017	Jun- 2018	Dec-2017				
At the beginning of the period Taxable revenue recognized in the income	(226,217)	(189,818)	(228,715)	(193,187)				
statement Realization of deferred tax recognized in	(27,012)	(36,496)	(26,853)	(35,625)				
equity	47	97	47	97				
At the end of the period	(253,182)	(226,217)	(255,521)	(228,715)				

### (c) Estimated recovery of income tax and social contribution credits

The projections of future taxable profits are based on estimates relating to the Group's performance, the behavior of the market in which the Group operates and certain economic aspects, among other factors. Actual amounts may differ from these estimates. According to projections, the tax credit amounting to R\$ 54,171 in the parent company and R\$ 54,774 in the consolidated accounts will be substantially realized by the end of December 2018.

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#### 15. Earnings (loss) per share

Basic earnings per share are calculated by dividing the profit attributable to equity holders of the Company by the weighted average number of common shares outstanding during the period. Diluted earnings per share are calculated by adjusting the weighted average number of common shares outstanding to assume conversion of all potential common diluted shares.

The following table presents profit and stock information used for calculating basic and diluted earnings per share:

	Parent company and consolidated			
	2nd Quarter- 2018	2nd Quarter- 2017		
Basic				
Profit for the period Weighted average number of common shares	136,458	137,481		
(in thousands)	329,475	329,946		
Basic earnings per share - R\$	0.41417	0.41668		
Diluted				
Profit for the period Weighted average number of common shares	136,458	137,481		
adjusted for dilution effect (in thousands)	329,196	329,946		
Diluted earnings per share - R\$	0.41452	0.41668		

#### 16. Equity

### (a) Share capital

At June 30, 2018, the fully paid-up capital amounted to R\$ 1,808,639 (R\$ 1,808,639 - Dec-2017), represented by 330,386,000 common registered book-entry shares with no par value, of which 210,553,449 shares were outstanding (211,804,492 common shares - Dec-2017).

Pursuant to the Company's bylaws, it is authorized to increase its capital up to the limit of 400,000,000 common shares, subject to the approval of the Board of Directors.

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At June 30, 2018, the Company's ownership interest was as follows:

	Num	ber of shares	Interest (%		
	Jun-2018	Dec-2017	Jun-2018	Dec-2017	
Controlling stockholders	118,785,979	117,907,354	35.95	35.69	
Shares outstanding	210,553,449	211,804,492	63.73	64.11	
Treasury shares	1,046,572	674,154	0.32	0.20	
	330,386,000	330,386,000	100.00	100.00	

The ownership interest of the controlling stockholders is represented by the families Pipponzi, Pires Oliveira Dias and Galvão and by the Holding Pragma.

The change in the number of shares outstanding of the Company was as follows:

	Shares outstanding
At December 31, 2017	211,804,492
(Purchase)/sale of restricted shares, net	(1,251,043)
At June 30, 2018	210,553,449

At June 30, 2018, the Company's common shares were quoted at R\$ 66.40 (closing quote) (R\$ 91.80 at December 31, 2017).

### (b) Treasury shares

On August 3, 2017, the Board of Directors authorized the Company to repurchase, over a period of 365 days, its own registered common shares with no par value to be held in treasury and subsequently sold. The changes in treasury shares in the period ended June 30, 2018 are summarized below:

	Parent Company		
	Number of shares	Amount Shares	
At December 31, 2017	674,154	12,808	
Shares delivered to executives related to the 3rd tranche of the 2014 grant			
2nd tranche of the 2015 grant and 1st tranche of the 2016 grant	(224,582)	(4,267)	
Repurchase of shares	597,000	46,925	
At June 30, 2018	1,046,572	55,466	

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At June 30, 2018, the market value of the treasury shares, having as reference the quotation of R\$ 66.40 per share at that date, corresponds to R\$ 69,492.

## (c) Restricted share plan

Since March 2014, the Company offers its officers the Long-Term Incentive Program with Restricted Shares (the "Restricted Share Plan"), which aims to offer an opportunity to receive variable remuneration provided that the officer remains for a predetermined period in the Company.

As stated in the Restricted Share Plan, a portion of their annual variable remuneration (profit-sharing), will be paid to the officer in cash and the remaining balance shall be paid only in Company shares ("incentive stock").

If the officer decides to use a portion of the total amount of the variable remuneration paid in cash to buy Company shares ("own shares") on the stock exchange, the Company will offer the officer an equal number of shares purchased on the stock exchange.

At its discretion, the Company may grant to this officer more Company shares, using as reference the number of own shares acquired by the officer on the stock exchange.

The shares offered to the officer through the Restricted Share Plan may not be sold, assigned or transferred to third parties for a period of four years from the date of the grant, provided that, every year, from the second, third and fourth anniversary of the grant date, the officers will acquire the right to receive a third of their restricted stock.

The changes of the restricted shares are summarized below:

		Jun-2018		Dec-2017
	Shares	Amount	Shares	Amount
Opening balance	485,242	18,863	375,212	11,123
Granted shares for the period	109,587	6,115	293,260	12,603
Repurchase of shares	597,000	46,925		
Delivery of shares in the period	(224,582)	(4,267)	(183,230)	(4,863)
Closing balance	967,247	67,636	485,242	18,863

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# **Notes to the Quarterly Information**

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#### 17. Net sales revenue

	Pai	rent Company		Consolidated
	2nd Quarter- 2018	2nd Quarter- 2017	2nd Quarter- 2018	2nd Quarter- 2017
Gross sales revenue		_	_	
Sales revenue	3,609,050	3,262,905	3,788,315	3,394,466
Service revenue	3,263	3,362	3,263	3,394
	3,612,313	3,266,267	3,791,578	3,397,860
Taxes on sales	(132,644)	(115,264)	(145,004)	(121,977)
Returns, rebates and other	(29,075)	(35,309)	(32,586)	(38,624)
Net sales revenue	3,450,594	3,115,694	3,613,988	3,237,259

Taxes on sales primarily comprise ICMS at rates predominantly between 17% and 18%, for goods not subject to the tax substitute (ST) regime, service tax at 5%, and PIS (1.65%) and COFINS (7.60%) for goods not subject to the one-time taxation regime (Law 10,147/00).

### 18. Information on the nature of expenses recognized in the statement of income

The Group presented its statement of income using a classification based on the function of expenses. Information on the nature of these expenses is recorded in the statement of income as follows:

	F	Parent Company		Consolidated
	2nd Quarter-	2nd Quarter-	2nd Quarter-	2nd Quarter-
	2018	2017	2018	2017
Cost of sales	(2,363,489)	(2,130,255)	(2,509,789)	(2,237,538)
Personnel expenses	(443,445)	(391,574)	(449,771)	(397,220)
Service provider expenses	(37,958)	(36,694)	(38,158)	(36,851)
Depreciation and amortization (i)	(99,681)	(80,983)	(100,268)	(81,510)
Other (ii)	(294,593)	(259,510)	(299,622)	(264,564)
	(3,239,166)	(2,899,016)	(3,397,608)	(3,017,683)
Classified in the statement of income				
as:				
	2nd Quarter- 2018	2nd Quarter- 2017	2nd Quarter- 2018	2nd Quarter- 2017
Cost of sales	(2,363,489)	(2,130,255)	(2,509,789)	(2,237,538)
Selling expenses	(782,598)	(680,048)	(791,996)	(688,668)
General and Administrative	(93,079)	(88,713)	(95,823)	(91,477)
	(3,239,166)	(2,899,016)	(3,397,608)	(3,017,683)

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- (ii) Depreciation and amortization totaled R\$ 99,681 in the second quarter of 2018 (R\$ 80,983 2nd Quarter- 2017) for the Parent Company, of which R\$ 87,633 (R\$ 71,716 2nd Quarter-2017) correspond to the sales area and R\$ 12,048 (R\$ 9,267 2nd Quarter-2017) to the administrative area, and R\$ 100,268 (R\$ 81,510 2nd Quarter-2017) in the consolidated, of which R\$ 88,076 (R\$ 72,116 2nd Quarter-2017) refers to the sales area and R\$ 12,192 (R\$ 9,394 2nd Quarter-2017) to the administrative area.
- (ii) These refer mostly to property rental expenses, credit and debit card management charges, transportation expenses, the maintenance of assets, utilities bills, consumables and condominium fees.

# 19. Other operating (income)/expenses

Other operating (income)/ expenses totaled R\$ 6,240 in the second quarter of 2018 for the parent company and consolidated. This amount comprises non-recurring income and expenses related to: (i) expenses with consultancy for the preparation of the strategic plan for the following 5 years of R\$ 9,568; and (ii) credits from prior periods, mainly from PIS and COFINS of R\$ (3,328).

#### 20. Finance income and costs

#### (a) Finance income

	Parent Company		(	Consolidated
	2nd Quarter- 2018	2nd Quarter- 2017	2nd Quarter- 2018	2nd Quarter- 2017
Discounts obtained	337	228	360	237
Short term investment yields	3,197	6,741	3,197	6,741
Interest on intercompany loans	675	497		
Monetary gains	479	692	573	707
Other finance income		1	30	17
Taxes thereon (PIS/COFINS)  Present value adjustment (PVA) - finance	(217)	(383)	(217)	(383)
income	13,079	19,788	14,393	21,488
Total finance income	17,550	27,564	18,336	28,807

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#### (b) Finance costs

	Pare	ent Company	C	Consolidated
	2nd Quarter- 2018	2nd Quarter- 2017	2nd Quarter- 2018	2nd Quarter- 2017
Discounts granted to customers			(186)	(106)
Interest, charges and bank fees	(217)	(230)	(339)	(282)
Charges on debentures	(9,956)	(6,290)	(9,956)	(6,290)
Amortization of transaction costs	(165)	(72)	(165)	(72)
Charges on borrowings	(5,425)	(12,606)	(5,425)	(12,725)
Monetary losses	(515)	(1,299)	(672)	(2,122)
Interest on payables - equity interests	(1,386)	(2,427)	(1,386)	(2,427)
PVA - finance costs	(24,840)	(32,533)	(26,070)	(33,924)
Total finance costs	(42,504)	(55,457)	(44,199)	(57,948)
Finance income (cost), net	(24,954)	(27,893)	(25,863)	(29,141)

#### 21. Guarantees for lawsuits

The following items of property and equipment were given as security for tax, social security and labor proceedings:

	Parer Parer	Parent Company		onsolidated
	Jun-2018	Dec-2017	Jun-2018	Dec-2017
Furniture and facilities	26	27	26	27
Machinery and equipment	85	85	85	85
	<u> 111</u>	112	111	112

## 22. Lease agreement commitments

The Company and its subsidiary have lease agreements with terms ranging from one to 20 years. Annual lease expenses vary depending on the number of agreements entered into or terminated. Total monthly expenses on these lease agreements (including rental, condominium fees and real estate tax amounted to R\$ 46,338 (R\$ 43,609 - Dec-2017) for the parent company and R\$ 46,493 (R\$ 43,715 - Dec-2017) for the consolidated accounts.

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At June 30, 2018 and December 31, 2017, the future minimum payments referring to leases of stores (under cancelable lease agreements) were as follows:

	Parent Company			Consolidated
	Jun-2018	Dec-2017	Jun-2018	Dec-2017
From one to 12 months	485,715	447,595	486,708	448,404
From 13 to 60 months	1,264,633	1,185,782	1,266,518	1,186,841
Over 60 months	373,932	352,801	374,004	352,801
	2,124,280	1,986,178	2,127,230	1,988,046

# 23. Financial instruments and risk management policy

## Financial instruments by category

, , ,	Par	ent Company		Consolidated
	Jun-2018	Dec-2017	Jun-2018	Dec-2017
Assets			_	
Loans and receivables				
Cash and cash equivalents (Note 5)	274,974	255,911	281,255	264,873
Trade receivables (Note 6)	867,377	837,582	967,282	930,071
Other receivables (Note 6)	173,796	158,295	134,887	120,321
	•	· ·	=	-
Judicial deposits (Note 13)	33,399	29,215	33,399	29,215
	1,349,546	1,281,003	1,416,823	1,344,480
Total assets	1,349,546	1,281,003	1,416,823	1,344,480
Liabilities as per balance sheet				
Liabilities at fair value through profit or loss				
Payables - equity interests (Note 9)	50,249	47,515	50,249	47,515
r ayables equity interests (Note 5)	<del></del>			
Other fines and tiple little	50,249	47,515	50,249	47,515
Other financial liabilities	4 500 000	4 745 044	4 070 444	4 04 5 00 7
Trade payables	1,588,098	1,745,041	1,670,111	1,815,687
Borrowing (Note 12)	911,619	610,959	911,619	610,959
Other payables	121,800	128,259	123,152	129,403
	2,621,517	2,484,259	2,704,882	2,556,049
Total liabilities	2,671,766	2,531,774	2,755,131	2,603,564

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#### Financial risk management

The Group's activities expose it to a variety of financial risks: market risk, credit risk and liquidity risk. The Group's risk management program focuses on the unpredictability of financial and operational markets and seeks to minimize potential adverse effects on the Group's financial performance.

The Board of Directors provides principles for overall risk management, as well as written policies covering specific areas, such as interest rate risk, credit risk, use of non-derivative financial instruments and investment of surplus cash.

#### (a) Market risk

## Foreign exchange risk

All of the asset and liability operations of the Group are denominated in Brazilian reais; therefore, the Company is not exposed to foreign exchange risk.

Most of the BNDES transactions are entered into based on the TJLP + interest and on the SELIC rate. Short-term investments are entered into based on the CDI variations, which does not result in higher interest rate risk since these variations are not significant. Management understands that there is a low risk of significant changes in profit or loss or in cash flows.

#### (b) Credit risk

Credit risk arises from financial assets, i.e. cash and cash equivalents, short-term investments and trade receivables.

Cash and cash equivalents and short-term investments are maintained with sound financial institutions.

The risk ratings of the cash equivalents, except cash and banks, are in accordance with the main risk rating agencies, according to the table below:

	Parent Company		Consolidat	
	Jun-2018	Dec-2017	Jun-2018	Dec-2017
Rating - National Scale				
brAAA	44,388	17,745	49,961	26,327
brAA+		65,659		65,659
(*) n/a - Investment Funds	160,443	90,769	160,443	90,769
Total - National Scale	204,831	174,173	210,404	182,755

(\*) Not applicable, since there is no risk rating for the funds Itaú Corp, Bradesco FI RF Ref. DI Premium and Santander Bancos Rf Cp Fi with the major risk rating agencies. The assets comprising this portfolio are divided into, on average, 24% of public assets and 76% private assets.

The granting of credit on sales of goods follows a policy that aims at minimizing defaults. For the quarter ended June 30, 2018, credit sales represented 52% (51% - Dec-2017) for the Parent Company and 54%

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(53% - Dec-2017) for the consolidated accounts of which 92% (92% - Dec-2017) for the Parent Company and 86% (86% - Dec-2017) for the consolidated accounts related to credit card sales which, in the opinion of the Group and based on the history of losses, posed an extremely low risk. The remaining 8% (8% - Dec-2017) for the Parent Company and 14% (14% - Dec-2017) for the consolidated accounts are credits from PBMs, special plans with companies and post-dated checks and bills for payment that pose a low risk, due to customer selectivity and the adoption of individual limits.

## (c) Liquidity risk

The Group's management continuously monitors forecasts of the Company's liquidity requirements, in order to ensure that it has sufficient cash to meet operational needs. The Group invests its surplus cash in financial assets with appropriate maturities to provide the liquidity necessary to honor its obligations.

## (d) Sensitivity analysis

The table below presents a sensitivity analysis of financial instruments that are exposed to losses.

The most probable scenario (scenario I), according to the assessment made by management, is based on a three-month horizon. Two further scenarios are presented, pursuant to CVM Instruction 475/08, in order to show a 25% and 50% deterioration in the risk variables considered (scenarios II and III).

D	0	
Parent	Com	banv

			Scenario I		
<u>Operation</u>	Risk	Amount	(probable)	Scenario II	Scenario III
Short term investments - CDI	0.5% increase	204,831	1,024	1,280	1,536
Revenue			1,024	1,280	1,536
REFIS (SELIC)	0.5% increase	1,156	6	7	9
Expense			6	7	9

#### Consolidated

Operation	Risk	Amount	Scenario I (probable)	Scenario II	Scenario III
Short term investments - CDI	0.5% increase	210,404	1,052	1,315	1,578
Revenue			1,052	1,315	1,578
REFIS (SELIC)	0.5% increase	1,156	6	7	9
Expense			6	7	9

The risk of variations in the TJLP on BNDES operations which could result in material losses for the Group is not considered as probable by management.

#### (e) Capital management

The Group's objective relating to capital management is to maintain the Group's investment capacity, thus allowing it to grow its business and provide proper returns for stockholders.

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#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

The Group has adopted a policy of not leveraging its capital structure with borrowing, except for long-term credit facilities from BNDES (FINEM) and debentures at interest rates that are commensurate with the Group's profit levels.

Accordingly, this ratio corresponds to the net debt expresses as a percentage of total capital. The net debt, in turn, corresponds to total borrowings less cash and cash equivalents. The total capital is calculated through the sum of the equity, as shown in the individual and consolidated balance sheet, and the net debt, as presented below:

	Parent Company		Co	nsolidated
	Jun-2018	Dec-2017	Jun-2018	Dec-2017
Short - and long-term borrowings	911,619	610,959	911,619	610,959
(-) Cash and cash equivalents	(274,974)	(255,911)	(281,255)	(264,873)
Net debt	636,645	355,048	630,364	346,086
Equity attributable to the stockholders of the parent company Non-controlling interest Total equity Total capital Gearing ratio - %	3,285,269 3,285,269 3,921,914 16.23	3,222,513 3,222,513 3,577,561 9.92	3,285,269 29,391 3,314,660 3,945,024 15.98	3,222,513 27,859 3,250,372 3,596,458 9.62

The increase in the financial leverage ratio at June 30, 2018 was mainly due to the issuance of debentures (Note 12) and consequent use of funds obtained in the Company's investments and operations.

### (f) Fair value estimation

The carrying values of financial investments in the balance sheet approximate their fair values since the remuneration rates are based on the CDI variation. The carrying values of trade receivables and payables are measured at amortized cost and are recorded at their original amount, less the provision for impairment and adjustment to present value, when applicable. The carrying values are assumed to approximate their fair values, taking into consideration the realization of these balances and settlement terms not exceeding 60 days.

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

## **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

Borrowings are classified as financial liabilities not measured at fair value and are carried at amortized cost and according to contractual conditions. The fair values of the borrowings approximate their carrying values since they refer to financial instruments with rate that approximate market rates. The estimated fair values are as follows:

			Parent	Company			Con	solidated	
	Carryir	ng amount	t Fair value		Carryin	g amount	Fair value		
	Jun- 2018	Dec- 2017	Jun- 2018	Dec- 2017	Jun- 2018	Dec- 2017	Jun- 2018	Dec- 2017	
BNDES	237,595	307,803	237,591	307,811	237,595	307,803	237,591	307,811	
Debentures	674,024	303,156	674,015	303,145	674,024	303,156	674,015	303,145	
	911,619	610,959	911,606	610,956	911,619	610,959	911,606	610,956	

For disclosure purposes, the fair value of financial liabilities is estimated by discounting future contractual cash flow at the interest rates available in the market that are available to the Group for similar financial instruments. The effective interest rates at the balance sheet dates are usual market rates and their fair value does not significantly differ from the balances in the accounting records.

At June 30, 2018, the Group had no material assets and liabilities measured at fair value at Level 1 and Level 2 in the fair value hierarchy. The following table presents the changes in Level 3 instruments for the period ended June 30, 2018:

	Parent company and consolic			
	Payables - equity interests			
	Jun-2018	Jun-2017		
At January 1	47,515	45,228		
Expenses recognized in the statement of income:	2,734	4,737		
At June 30	50,249	49,965		
Changes in unrealized expenses for the period				
included in the statement of income	2,734	4,737		

#### 24. Derivative financial instruments

The Group does not operate with derivative instruments, except in specific situations. At June 30, 2018 and December 31, 2017, the Group did not have any derivative transactions.

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# **Notes to the Quarterly Information**All amounts in thousands of reais unless otherwise stated

# 25. Transactions with related parties

(a) Transactions with related parties consist of transactions with the Company's stockholders and persons connected to them:

	Relationship	Parent	Company	Cons	solidated	Parer	nt Company		Consolidated
	<u>-</u>		Current a	assets		Transaction amount			
						2nd	2nd	2nd	2nd
		Jun- 2018	Dec- 2017	Jun- 2018	Dec- 2017	Quarter- 2018	Quarter- 2017	Quarter- 2018	Quarter- 2017
Receivables									
Special plans (i)									
Regimar Comercial S.A.	Stockholder/Family	13	12	13	12	23	32	23	32
Heliomar Ltda.	Stockholder/Board Member	1		1		3	6	3	6
Rodrigo Wright Pipponzi (Editora Mol Ltda.)	Stockholder/Family	1		1		1		1	
		15	12	15	12	27	38	27	38
Other receivables									
Commercial agreements									
Natura Cosméticos S.A. (ii)	Stockholder / Related party	84	123	84	123	182	193	182	193
Advances to suppliers	, ,,,,,,								
Cfly Consultoria e Gestão Empresarial Ltda.									
(iii)	Family	203	440	203	440				
Zurcher, Ribeiro Filho, Pires Oliveira Dias e		200	110	200					
Freire - Advogados (iv)	Stockholder/Family	100	50	100	50				
Loan and other receivables		100	00	100	00				
4Bio Medicamentos S.A. (v)	Subsidiary	40,233	38,831			744	14,605		
4DIO MEGICAMENTOS S.A. (V)	Subsidiary			387	613	926	14,798	182	193
		40,620	39,444						
		40,635	39,456	402	625	953	14,836	209	231

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

# Notes to the Quarterly Information All amounts in thousands of reais unless otherwise stated

	Re	lationship	Parer	nt Company_	c	onsolidated	Pare	ent Company		Consolidated
				Current li	abilities			Transaction amount		
			Jun-2018	Dec-2017	Jun-2018	Dec-2017	2nd Quarter- 2018	2nd Quarter- 2017	2nd Quarter- 2018	2nd Quarter- 2017
Payables										
Rentals (ii)										
Heliomar Ltda.	Stockholder/Board Member		16	19	16	19	50	56	50	56
Antonio Carlos Pipponzi	Stockholder/Board Member		7	7	7	7	23	22	23	22
Rosalia Pipponzi Raia	Stockholder/Board Member		7	, 7	, 7	, 7	23	22	23	22
Estate of Franco Maria David Pietro Pipponzi	Stockholder/Board Member		7	7	7	7	23	22	23	22
			37	40	37	40	119	122	119	122
Services contracted Zurcher, Ribeiro Filho, Pires Oliveira Dias e	Stockholder/Family									
Freire - Advogados (iv) Rodrigo Wright Pipponzi (Editora Mol Ltda.) (vii)	Stockholder/Family		12	49	12	49	1,709	1,759	1,709	1,759
Cfly Consultoria e Gestão Empresarial Ltda. (iii)	Family		924	869	924	869	2,516	2,300	2,516	2,300
City Consultona e Gestao Empresana Etda. (iii)	Tailiny		34		34		693		693	
			970	918	970	918	4,918	4,059	4,918	4,059
Purchase of goods										
Natura Cosméticos S.A. (ii)	Stockholder / Related party		994	1,221	994	1,221	2,109	1,586	2,109	1,586
			994	1,221	994	1,221	2,109	1,586	2,109	1,586
			2,001	2,179	2,001	2,179	7,146	5,767	7,146	5,767

#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

- (i) Refer to sales made by agreements whose transactions are executed into under commercial conditions equivalent to those practiced with other companies.
- (ii) Purchase and sale of Natura Cosméticos S.A.'s products, which will be sold across the national territory and Raia Drogasil will receive a percentage on the products sold. Some members of the controlling block of Natura Cosméticos S.A. indirectly own shares of Raia Drogasil S.A.
- (iii) Provision of services of aircraft operation to the owner Raia Drogasil S.A., which will pay the operator a monthly remuneration for the services of Operational Advisory, Compliance, Finance, Maintenance Coordination and Maintenance Technical Control.
- (iv) Legal Advisory services contracted.
- (v) During 2016 and 2017, loan transactions between Raia Drogasil S.A. (Lender) and 4Bio Medicamentos S.A. (Borrower) were carried out in the amounts of R\$ 14,000 and R\$ 20,100, respectively. All loan agreements are monetarily restated by 110% of the CDI, and mature in December 2018.

Other receivables comprise 55% computed on the minimum mandatory dividend of 4Bio related to 2017 (R\$ 227) and commissions on Raia Drogasil referrals (R\$ 35).

- (vi) Transactions related to rental of commercial properties for the implementation of stores.
- (vii) These balances and transactions relate to service agreements for the preparition, creation and production of publicity materials for the institutional sales area and the design of the Company's monthly magazine.

Moreover, we inform that there are no additional transactions other than the amounts presented above and that the category of the related parties corresponds to the entity's key management personnel.

(b) Key management compensation

Key management includes the Officers, Directors and members of the Supervisory Board. The compensation paid or payable for services rendered is as follows:

Fees and social charges
Bonuses and social charges
Fringe benefits

arent Company	Consolidate			
2nd Quarter-	2nd Quarter-	2nd Quarter-		
2017	2018	2017		
3,572	4,540	3,964		
6,924	3,921	6,991		
1,644	111	1,644		
12,140	8,572	12,599		
	2nd Quarter- 2017 3,572 6,924 1,644	2nd Quarter-       2nd Quarter-         2017       2018         3,572       4,540         6,924       3,921         1,644       111		

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#### **Notes to the Quarterly Information**

All amounts in thousands of reais unless otherwise stated

### 26. Insurance coverage

The Group has adopted a policy of taking out insurance coverage at amounts deemed sufficient to cover any losses on assets or civil liability attributed to it taking into consideration the nature of its activities and the guidance of its insurance consultants.

The Group had the following insurance coverage at June 30, 2018:

	Par	ent Company	Consolidated			
	Jun-2018	Dec-2017	Jun-2018	Dec-2017		
Inventory loss risks	188,821	150,197	224,209	170,825		
Permanent assets	283,107	232,862	290,247	238,682		
Loss of profits	242,556	237,873	293,670	262,052		
Civil liability risks	38,424	33,602	40,000	34,500		
	752,908	654,534	848,126	706,059		

#### 27. Non-cash transactions

At June 30, 2018, the main transactions that did not involve the Group's cash were:

- (i) the restatement of the financial liability arising from the payables to Subsidiary 4Bio (Note 9);
- (ii) part of the compensation of key management personnel associated with the restricted share plan (Note 25); and
- (iii) the installment purchase of property and equipment items in the amount of R\$ 15,810 (R\$ 11,793
- Dec-2017).

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

### **Comment on the Behavior of Business Projections**

In this section, in accordance with CVM Instruction 480/09, we compare the projections of store openings with the data on the store openings every year, through the end of the current year. The projections for 2016 and 2017 were disclosed to the market on July 28, 2016, while the projections for 2018 and 2019 were disclosed on November 9, 2017.

YEAR	PRIOR PROJECTION	CURRENT PROJECTION	ACTUAL ACCUMULATED <sup>1</sup>
2016	165 openings	200 openings	212 openings
2017	195 openings	200 openings	210 openings
2018		240 openings	109 openings
2019		240 openings	

For 2018, accumulated until 6/30/2018.

On July 28, 2016, we revised our prior projection of 165 store openings in 2016 and 195 store openings in 2017 to 200 store openings for both years. The Company ended 2017 with 210 store openings and reiterate the projection of 240 openings for 2018 and 2019.

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

Reports and Statements / Report on Special Review - Without Exceptions

# Report on review of quarterly information

To the Board of Directors and Stockholders Raia Drogasil S.A.

#### Introduction

We have reviewed the accompanying parent company and consolidated interim accounting information of Raia Drogasil S.A. ("Company"), included in the Quarterly Information Form (ITR) for the quarter ended June 30, 2018, comprising the balance sheet at that date and the statements of income and comprehensive income for the quarter and six-month period then ended, and the statements of changes in equity and cash flows for the six-month period then ended, and a summary of significant accounting policies and other explanatory information.

Management is responsible for the preparation of the parent company and consolidated interim accounting information in accordance with the accounting standard CPC 21 - "Interim Financial Reporting", of the Brazilian Accounting Pronouncements Committee (CPC) and International Accounting Standard (IAS) 34 - "Interim Financial Reporting" issued by the International Accounting Standards Board (IASB), as well as the presentation of this information in accordance with the standards issued by the Brazilian Securities Commission (CVM), applicable to the preparation of the Quarterly Information (ITR). Our responsibility is to express a conclusion on this interim accounting information based on our review.

### Scope of review

We conducted our review in accordance with Brazilian and International Standards on Reviews of Interim Financial Information (NBC TR 2410 - "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" and ISRE 2410 - "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", respectively). A review of interim information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Brazilian and International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion on the interim information

Based on our review, nothing has come to our attention that causes us to believe that the accompanying parent company and consolidated interim accounting information included in the quarterly information referred to above has not been prepared, in all material respects, in accordance with CPC 21 and IAS 34 applicable to the preparation of the Quarterly Information, and presented in accordance with the standards issued by the CVM.

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Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

#### Reports and Statements / Report on Special Review - Without Exceptions

#### Other matters

#### Statements of value added

We have also reviewed the parent company and consolidated statements of value added for the six-month period ended June 30, 2018. These statements are the responsibility of the Company's management, and are required to be presented in accordance with standards issued by the CVM applicable to the preparation of Quarterly Information (ITR) and are considered supplementary information under IFRS, which do not require the presentation of the statement of value added. These statements have been submitted to the same review procedures described above and, based on our review, nothing has come to our attention that causes us to believe that they have not been prepared, in all material respects, in a manner consistent with the parent company and consolidated interim accounting information taken as a whole.

São Paulo, July 30, 2018

PricewaterhouseCoopers Auditores Independentes CRC 2SP000160/O-5

Renato Barbosa Postal Contador CRC 1SP187382/O-o

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## Opinions and Representations / Opinion of Supervisory Board or Equivalent Body

To the Board of Directors and Stockholders of Raia Drogasil S.A.

The Company's Supervisory Board, in exercising its duties and legal responsibilities, has examined the Quarterly Information (ITR) for the quarter ended June 30, 2018 and, based on the examinations performed and on clarifications provided by management, and also considering the favorable Report on Special Review without exceptions, issued by the independent auditor PricewaterhouseCoopers Auditores Independentes, the Supervisory Board members concluded that the documents above are fairly presented, in all material respects.

São Paulo, July 30, 2018.		
Gilberto Lério		
Supervisory Board member		
Fernando Carvalho Braga Supervisory Board member		
Mário Antonio Luiz Corrêa Supervisory Board member		

Quarterly information (ITR) - 6/30/2018 - RAIA DROGASIL S.A.

### Opinions and Representations / Officers' Representation on Financial Statements

## RAIA DROGASIL S.A.

In accordance with article 25, paragraph 1, items V and VI, of CVM Instruction 480/09, the Company's officers represent that they have reviewed, discussed and agree with the conclusions expressed in the quarterly information (ITR) for the quarter ended June 30, 2018.

São Paulo, July 30, 2018.	
Marcilio D'Amico Pousada	Fernando Kozel Varela
Chief Executive Officer	Officer
Antonio Carlos Coelho	Renato Cepollina Raduan
Officer	Officer
Eugênio De Zagottis	Maria Susana de Souza
Officer	Officer
Marcello De Zagottis	Antonio Carlos Marques de Oliveira
Officer	Accountant in charge CRC-1SP215445/O-0

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## Opinions and Representations / Officers' Representation on Independent Auditor's Report

### RAIA DROGASIL S.A.

In accordance with article 25, paragraph 1, items V and VI, of CVM Instruction 480/09, the Company's officers represent that they have reviewed, discussed and agree with the Quarterly Information (ITR) for the quarter ended June 30, 2018.

São Paulo, July 30, 2018.	
Marcilio D'Amico Pousada	Fernando Kozel Varela
Chief Executive Officer	Officer
Antonio Carlos Coelho	Renato Cepollina Raduan
Officer	Officer
Eugênio De Zagottis	Maria Susana de Souza
Officer	Officer
Marcello De Zagottis	Antonio Carlos Marques de Oliveira
Officer	Accountant in charge CRC-1SP215445/O-0

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