WEBCAST

DIVULGAÇÃO DE
RESULTADOS 2T25

GRUPO PROFARMA

PFRM
B3 LISTED NM

Aguarde, vamos começar em breve.

DISCLAIMER

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O material que segue contém informações gerais sobre os negócios da Profarma Distribuidora de Produtos Farmacêuticos S.A. e controladas, considerando o encerramento do segundo trimestre de 2025. Os acionistas da Companhia e os potenciais investidores devem realizar a leitura da presente apresentação sempre acompanhada das Demonstrações Financeiras e do Release de Resultados.

Esta apresentação pode conter indicativos em relação a desempenho futuro e informações que refletem a visão atual e/ou as expectativas da Companhia e de sua administração com respeito à sua performance, seus negócios e eventos futuros. Referidas declarações prospectivas estão sujeitas a riscos, incertezas e eventos futuros. Advertimos que diversos fatores podem fazer com que os resultados efetivos se diferenciem de modo relevante de eventuais planos, objetivos, expectativas, projeções e intenções expressadas nesta apresentação.

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Mensagens Principais e Destaques do 2T25

MENSAGENS PRINCIPAIS 2T25 x 2T24

CENÁRIO

- Crescimento de mercado:
6,8% Distribuição / 10,5% Varejo

- Aumento do CDI médio
de 10,5% a.a. para 14,5% a.a.
no 2º trimestre.

- Aumento de preços menor do que a inflação e 2T24

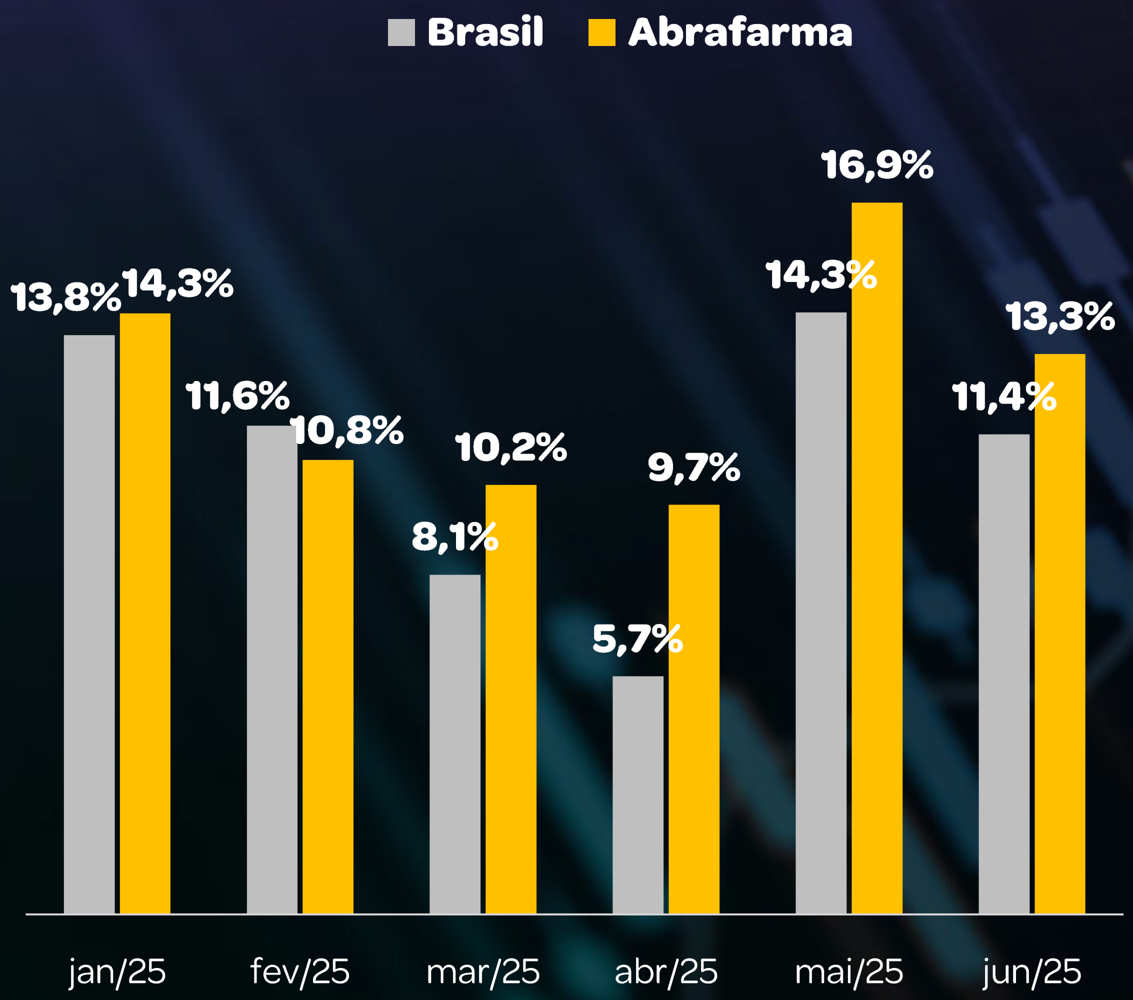
PERFORMANCE

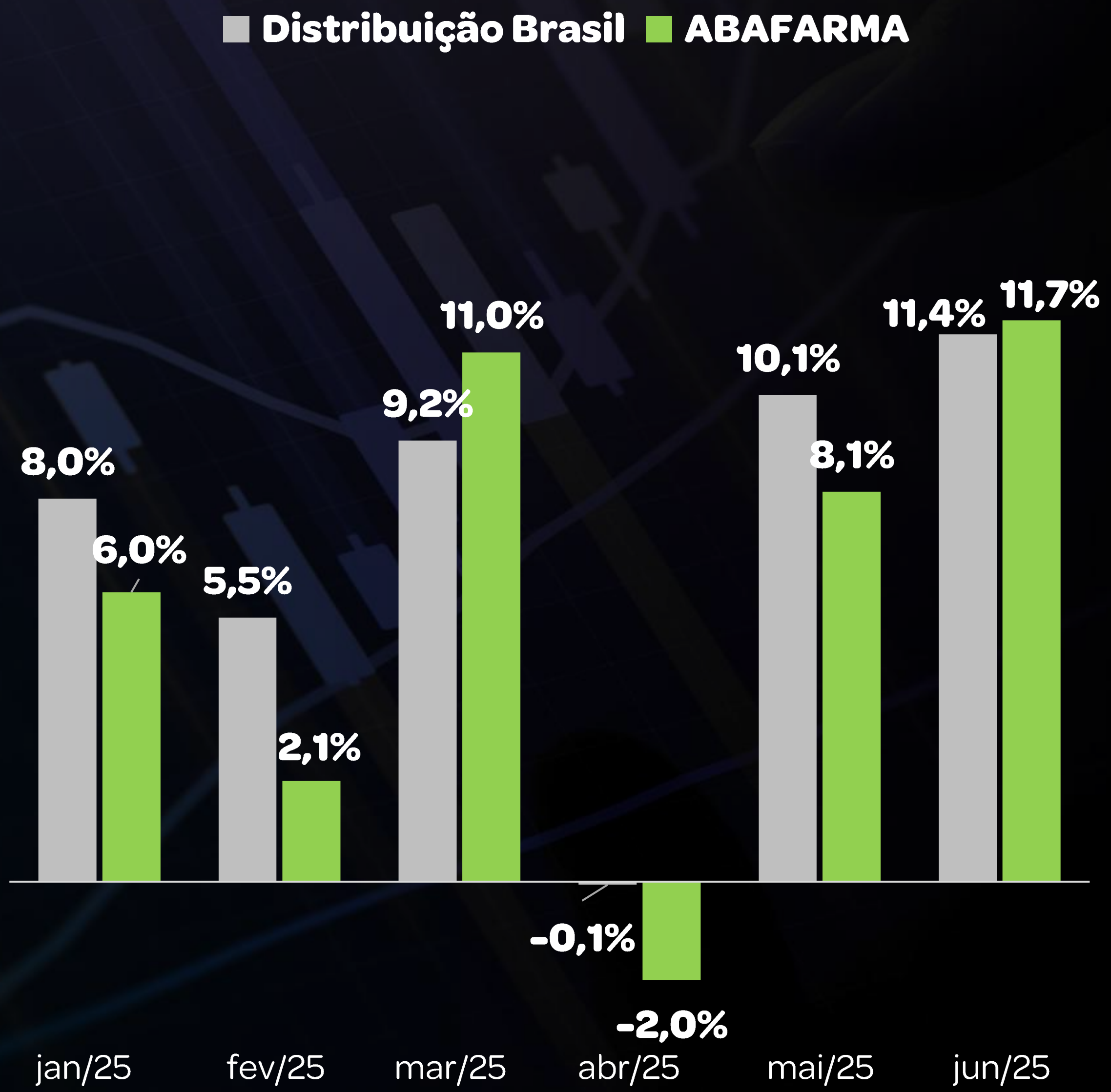
- Ganho de *market share* nos dois negócios

- Evolução adicional Ciclo de Caixa:
-1 dia

- Lucro líquido estável em meio a cenário macro desafiador

EVOLUÇÃO MENSAL MERCADO VS 2024

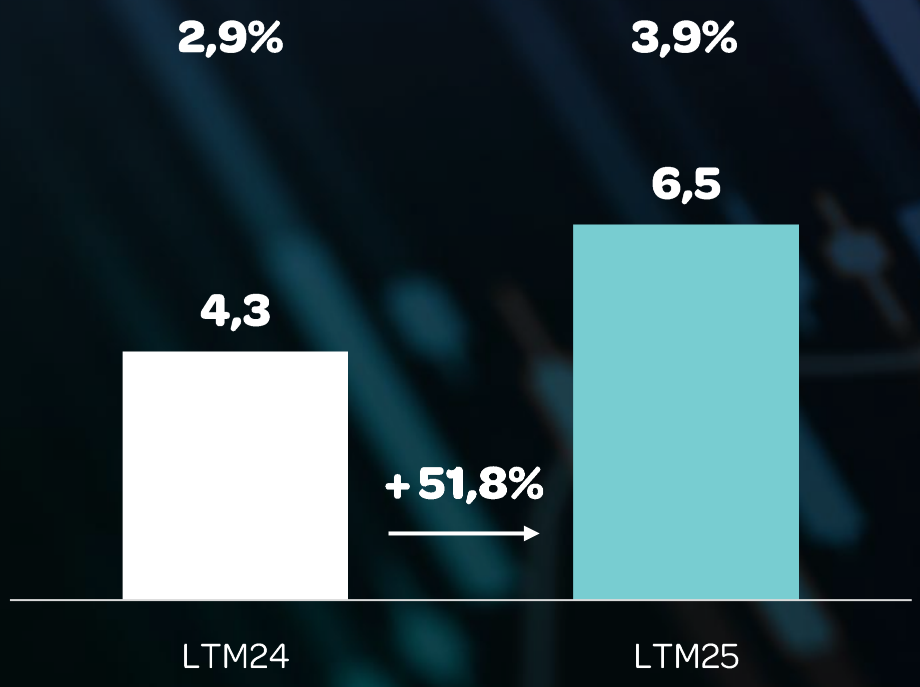




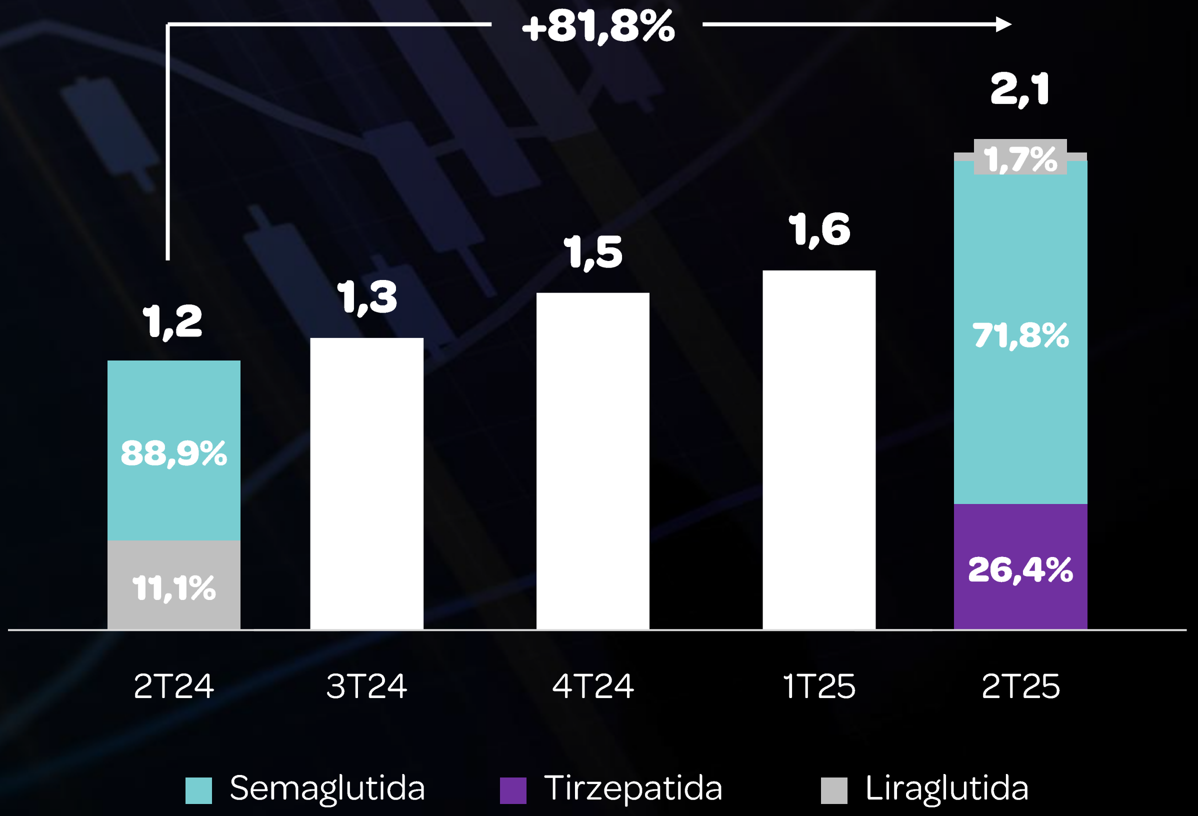
Fonte: IQVIA

EVOLUÇÃO GLP1

Vendas GLP1 (R$ Bi) e
Participação no Mercado Farma



Crescimento Trimestral GLP1
(R$ Bi)



Fonte: IQVIA

DESTAQUES 2T25 x 2T24

RECEITA BRUTA	LUCRO BRUTO	EBITDA
R$ **3,2** Bi	R$ **434,0** MM	R$ **101,0** MM
+17,8%	*+12,3%*	*+10,2%*

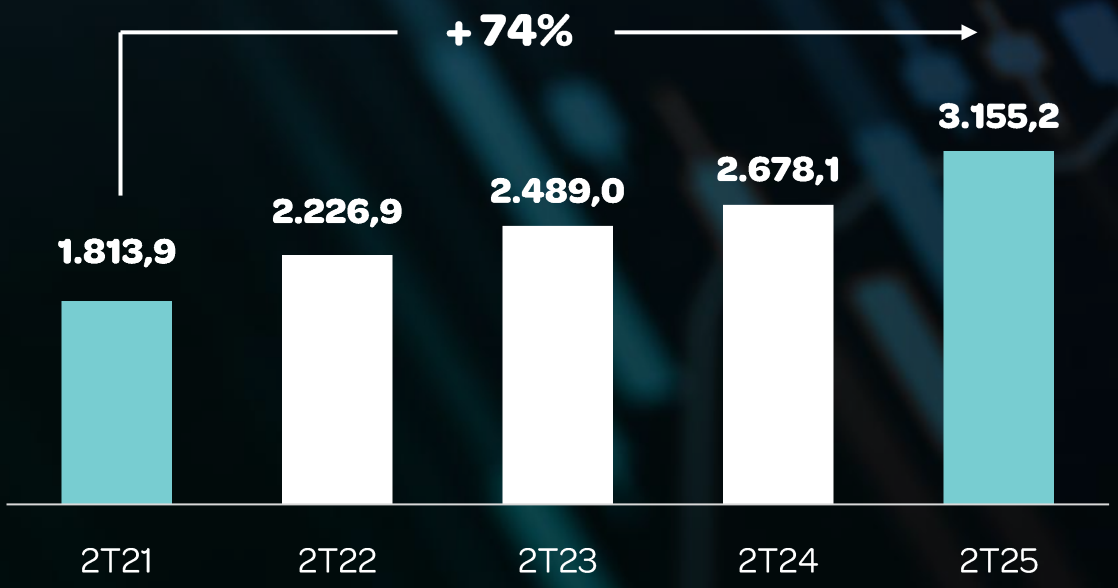
FLUXO DE CAIXA OPERACIONAL	CICLO DE CAIXA	ALAVANCAGEM
R$ **214,4** MM	**38** DIAS	**2,5x** DL/EBITDA
	-1 dia	*estável vs 2T24*

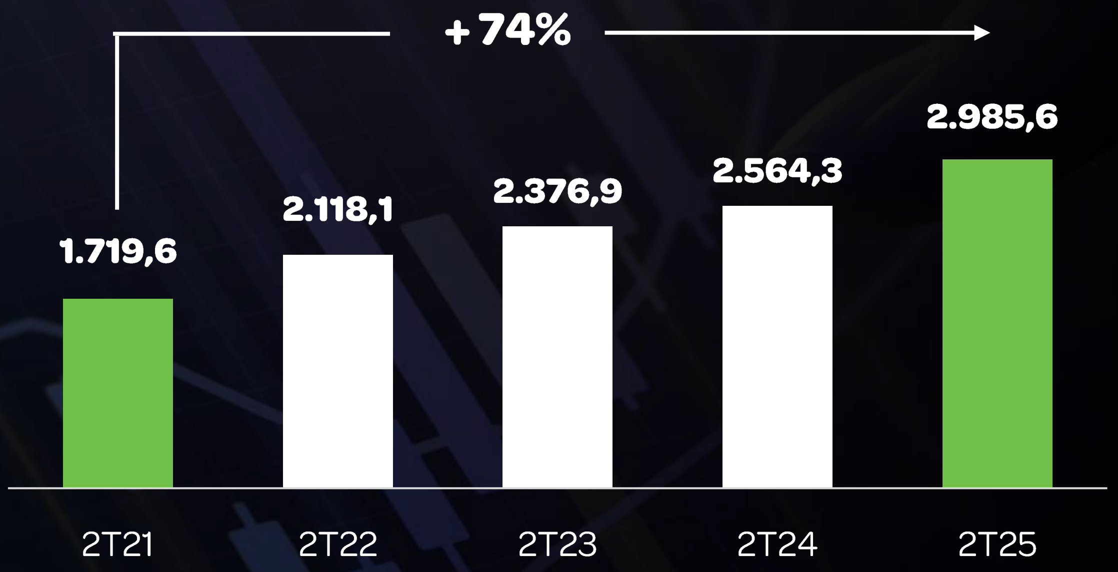
Resultados 2T25

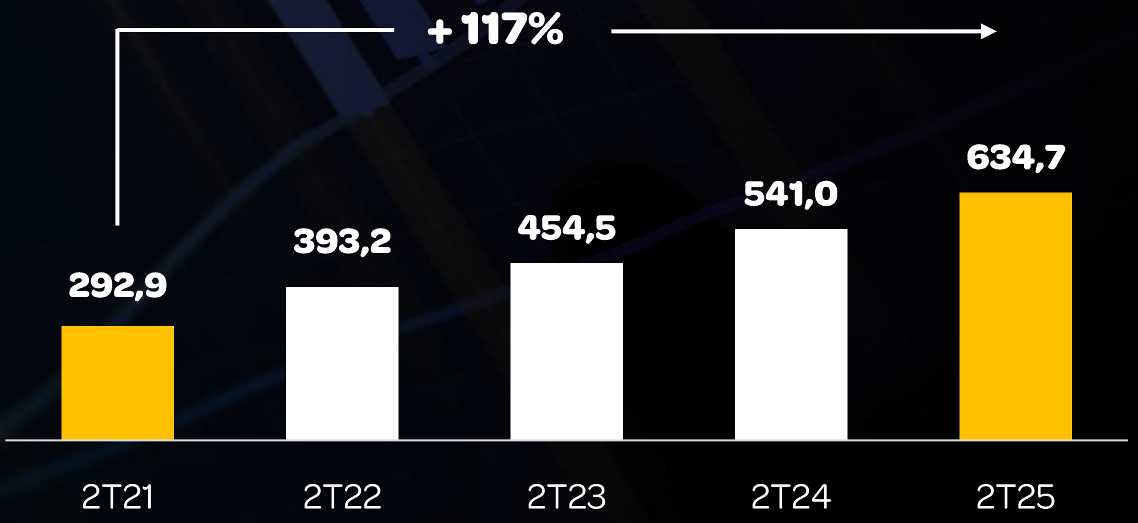
RECEITA BRUTA CONSOLIDADA

(R$ milhões)

- Crescimento de **74%** em 4 anos e **18%** *vs* 2T24;
- Na Distribuição destaque para medicamentos RX/NM e base comparativa 2T24;
- Venda *omnichannel* da Rede d1000 cresce 52,2% e representa 8,6% da Receita no trimestre.



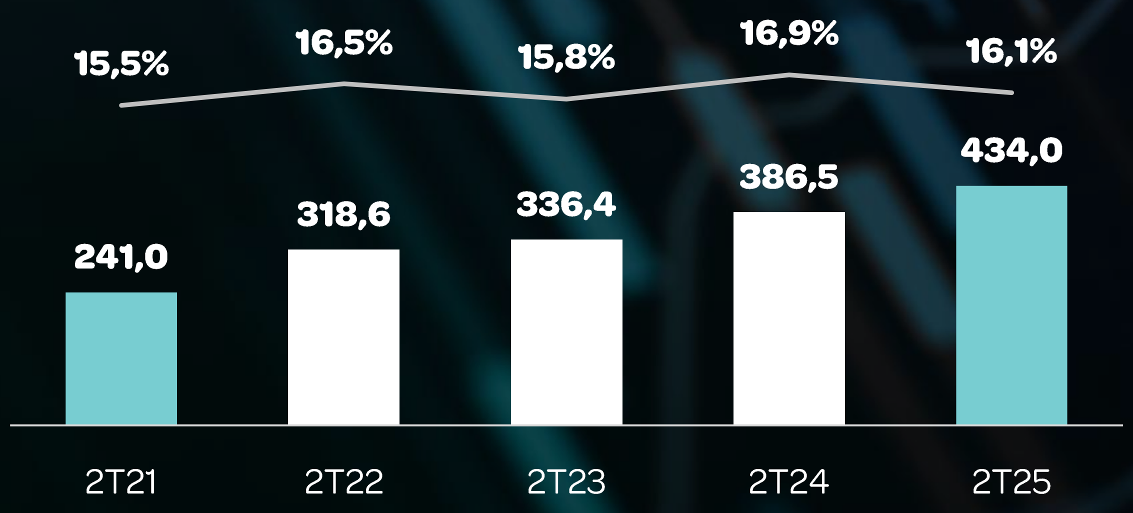


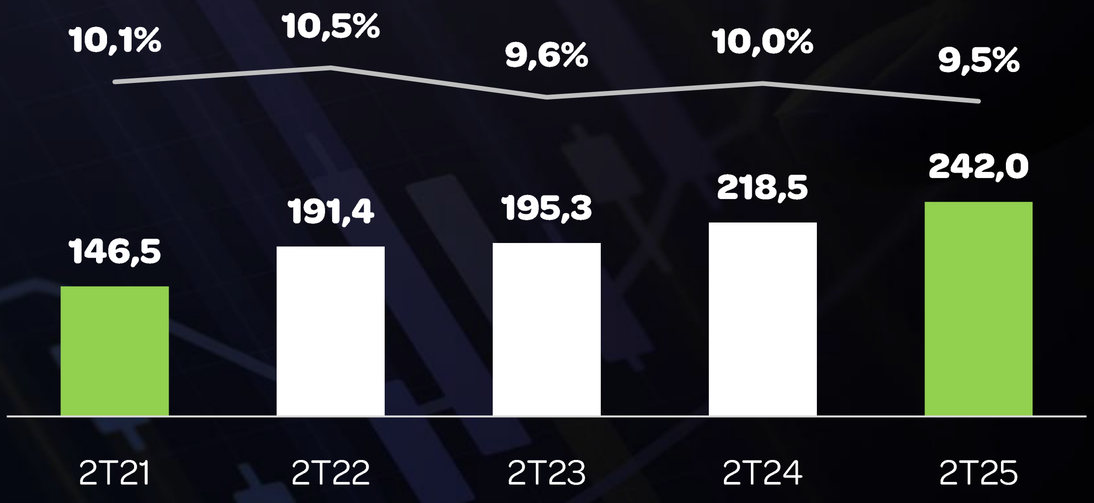


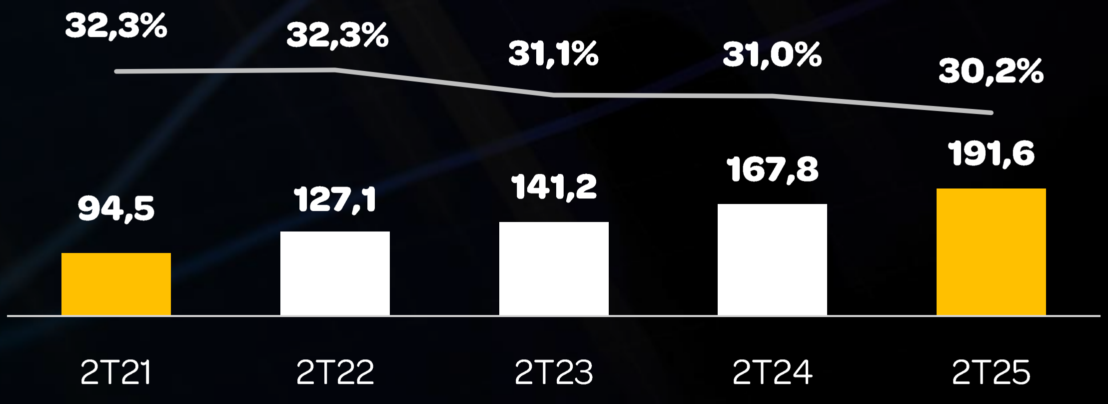
LUCRO BRUTO E MARGEM BRUTA

(R$ milhões e % ROL)

- Margem do Grupo impactada principalmente pelo menor reajuste de preço dos medicamentos;
- Impacto mix de clientes na margem da Distribuição;
- Demanda por GLP1 contribui para queda da margem no Varejo.





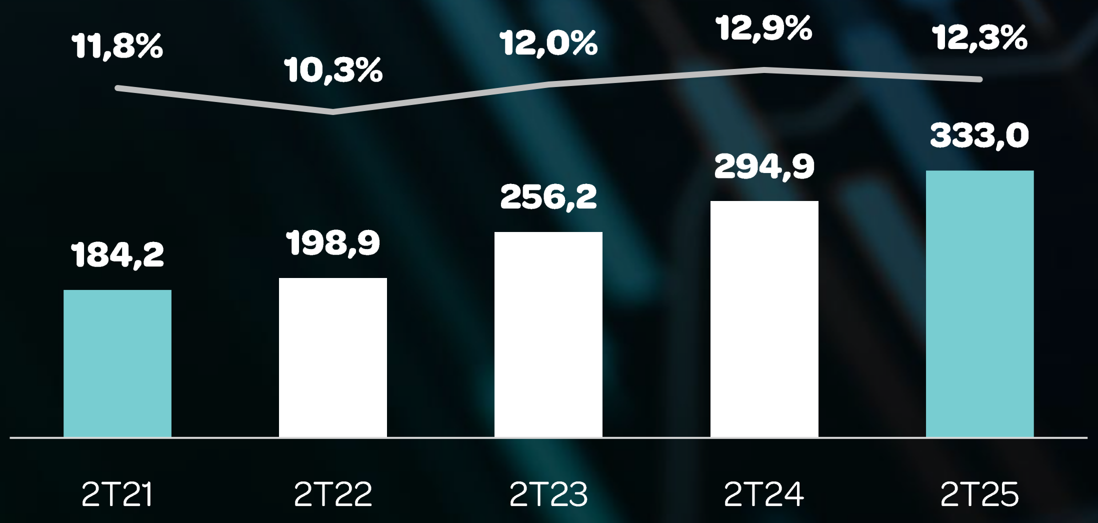


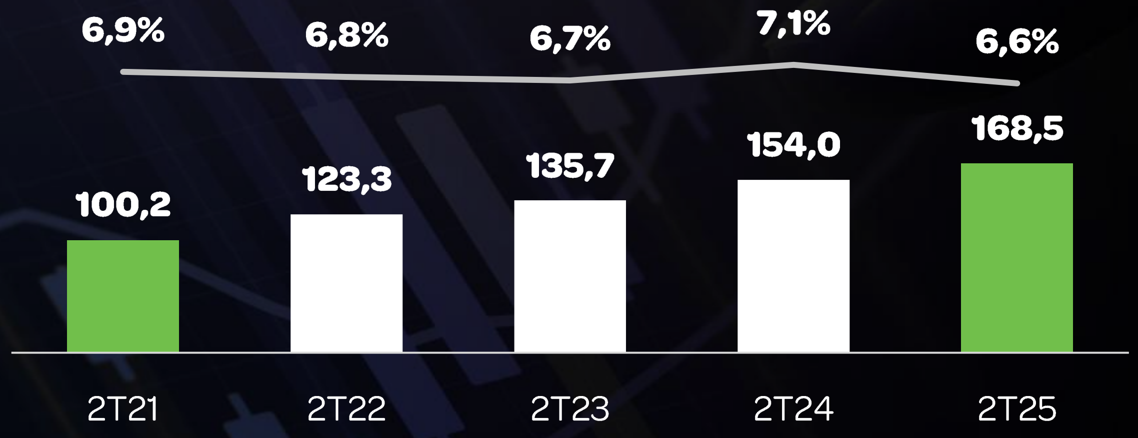
Margens no Varejo em % ROB.

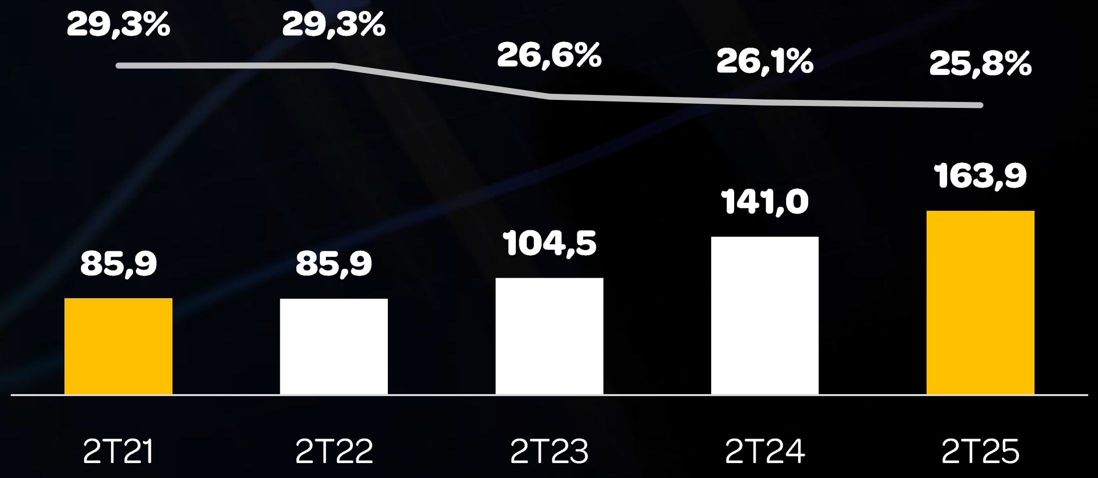
DESPESA OPERACIONAL

(R$ milhões e % ROL)

- Diluição das despesas vs 2T24 com ganhos ainda por capturar;
- Mix de clientes contribuindo para diluição das despesas e menores despesas com a pré alta na Distribuição;
- Maior concentração de lojas na Rede d1000 em maturação pressionando esse indicador (**2,5** p.p.).





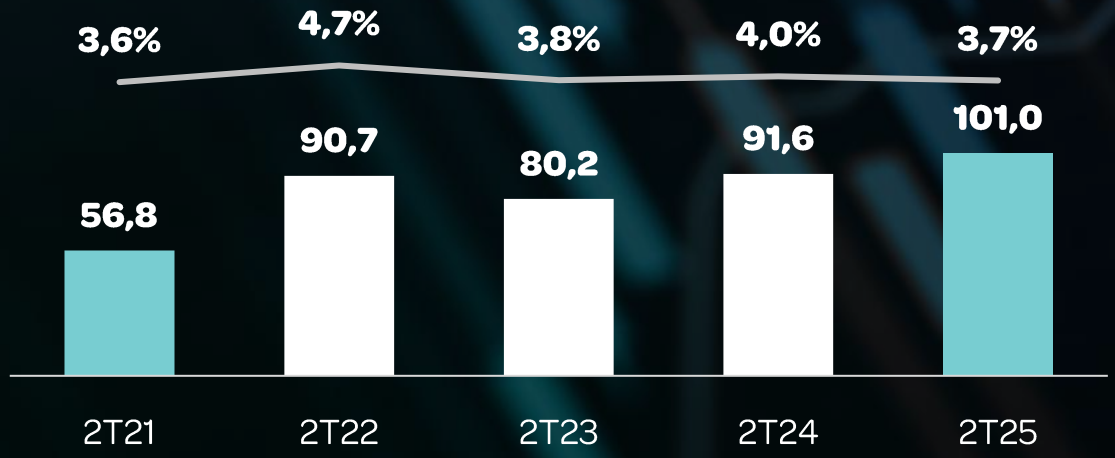


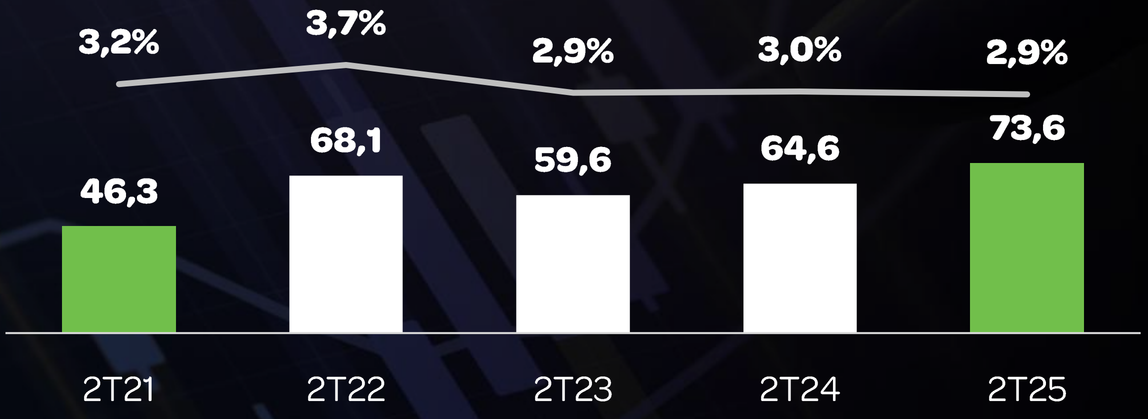
Margens no Varejo em % ROB.

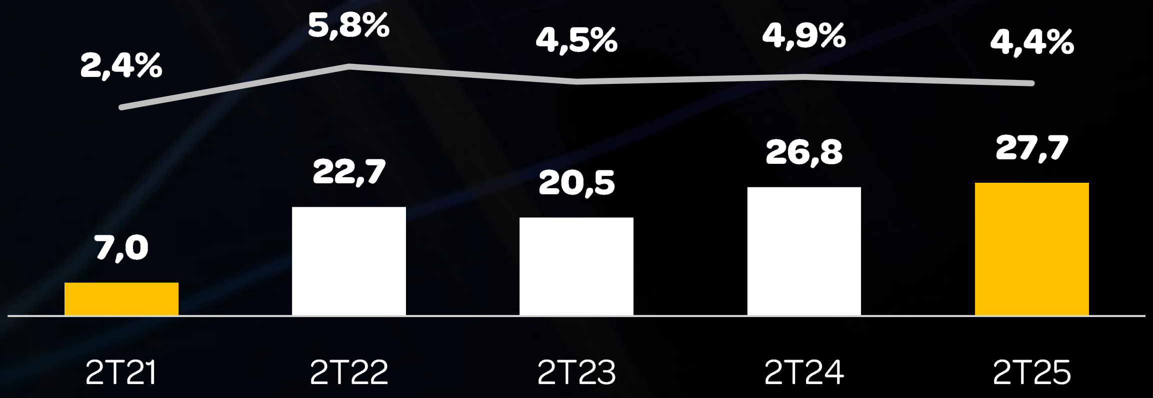
EBITDA AJUSTADO

(R$ milhões e % ROL)

- Expansão do EBITDA do Grupo em **78%** em 4 anos e **10%** vs 2T24**;**
- Ampliação de **14%** vs 2T24 na Distribuição mesmo com aumento de preços menor em 0,7 p.p.;
- Margem do Varejo negativamente impactada pelo maior peso de lojas em maturação.





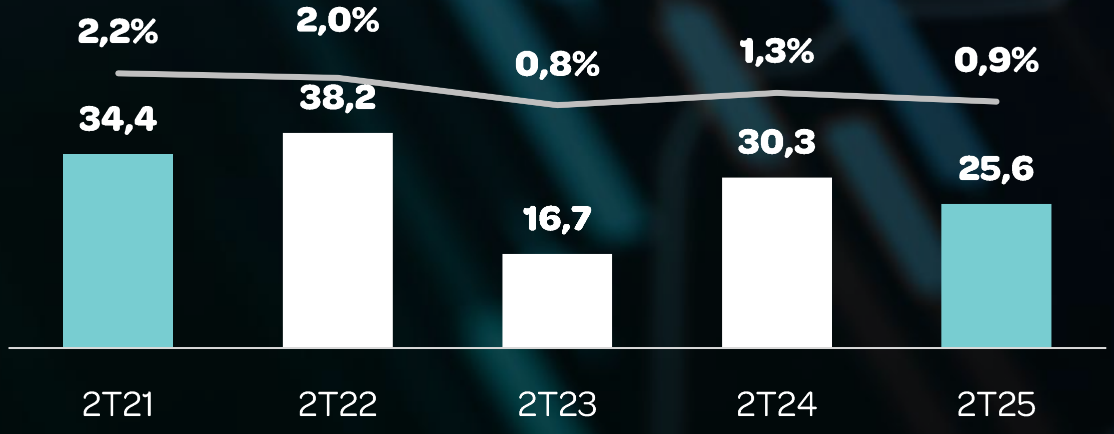


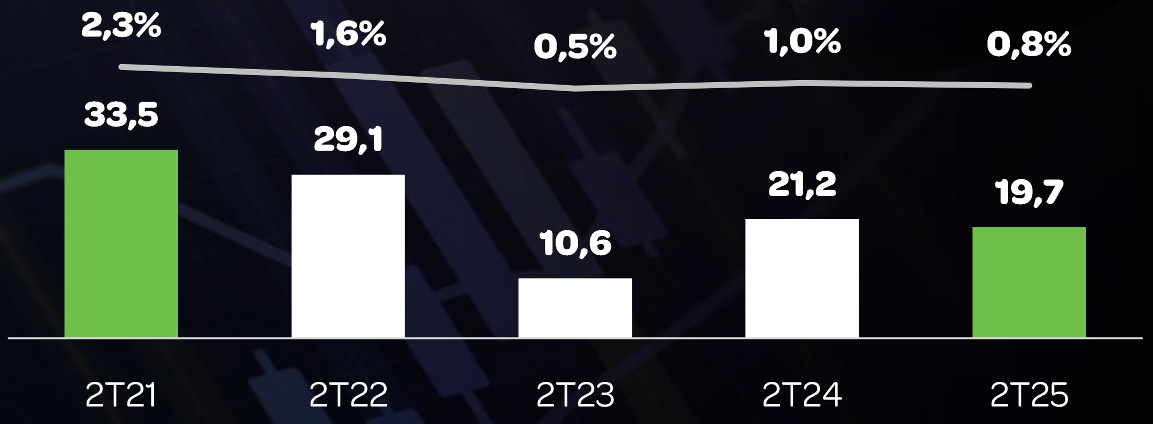
Margens no Varejo em % ROB.

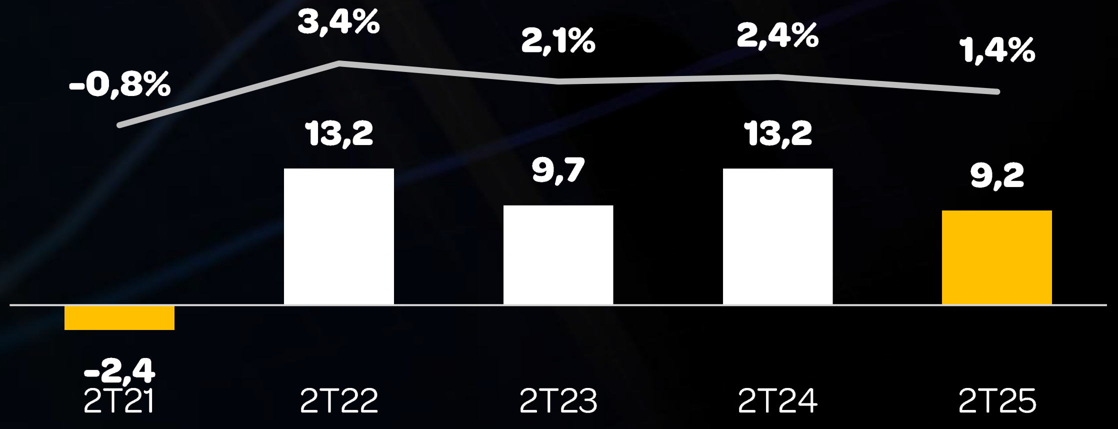
LUCRO LÍQUIDO AJUSTADO

(R$ milhões e % ROL)

- Aumento do CDI médio no período (**14,5%** vs **10,5%**) responsável por **R$ 10** milhões de redução do Lucro;
- Melhoria no ciclo de caixa e redução do custo da dívida contribuíram para atenuar a queda na Distribuição;
- No Varejo, despesas com depreciação e financeiras reduzindo parte do lucro líquido.





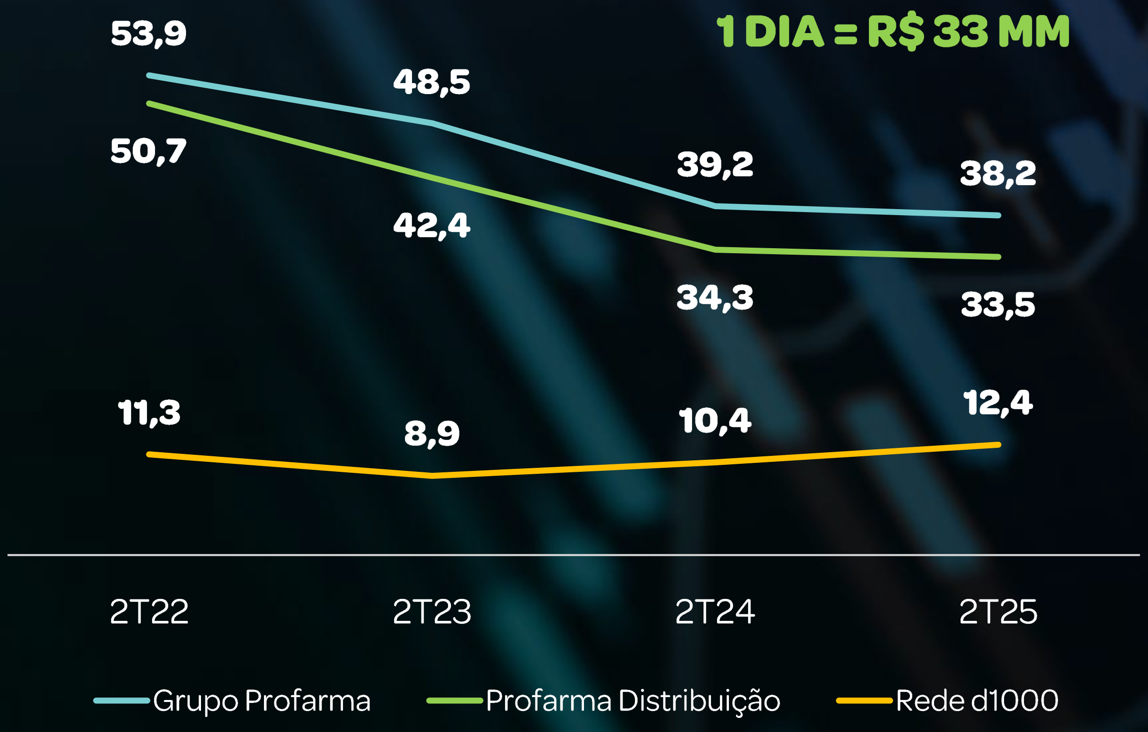


Margens no Varejo em % ROB.

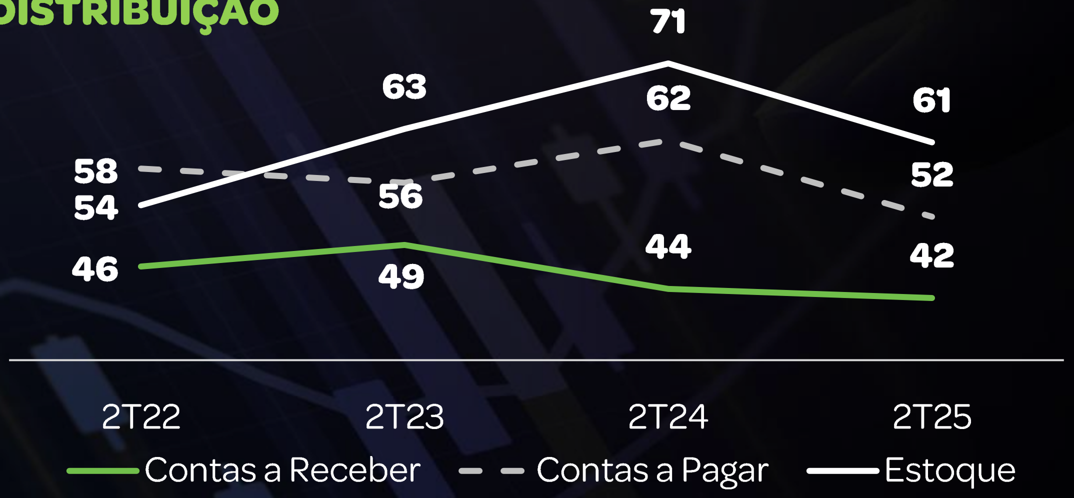
CICLO DE CAIXA

- Otimização contínua do Ciclo de Caixa;
- Avanços adicionais na otimização do ciclo na Distribuição;
- Ciclo de Caixa do Varejo em linha com o patamar esperado.

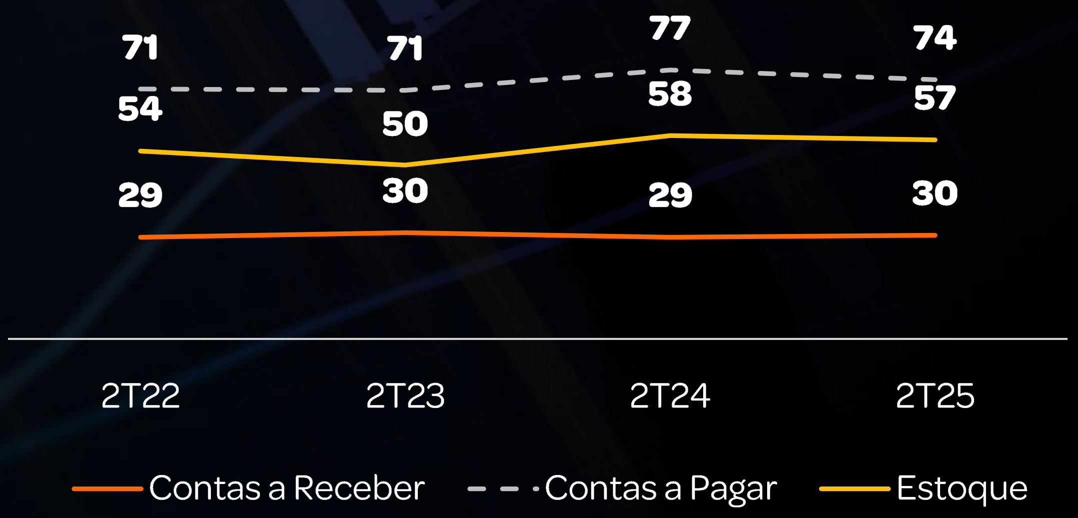
1 DIA = R$ 33 MM



DISTRIBUIÇÃO

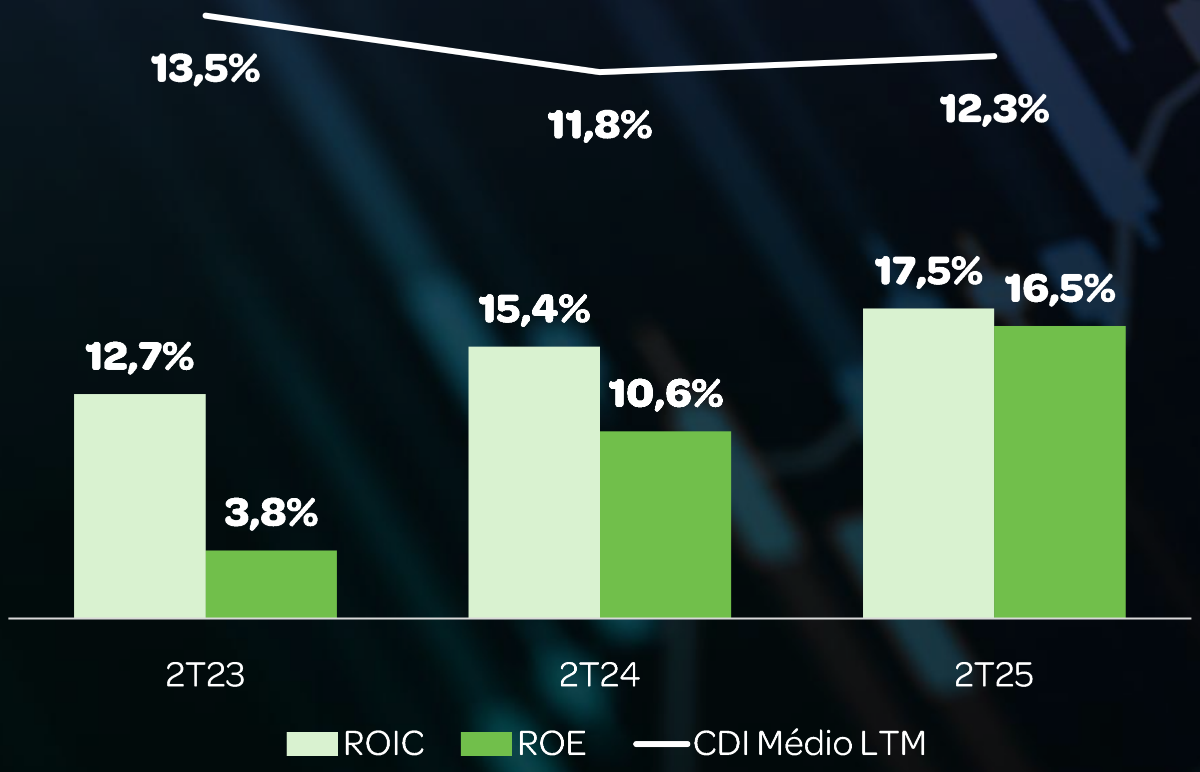


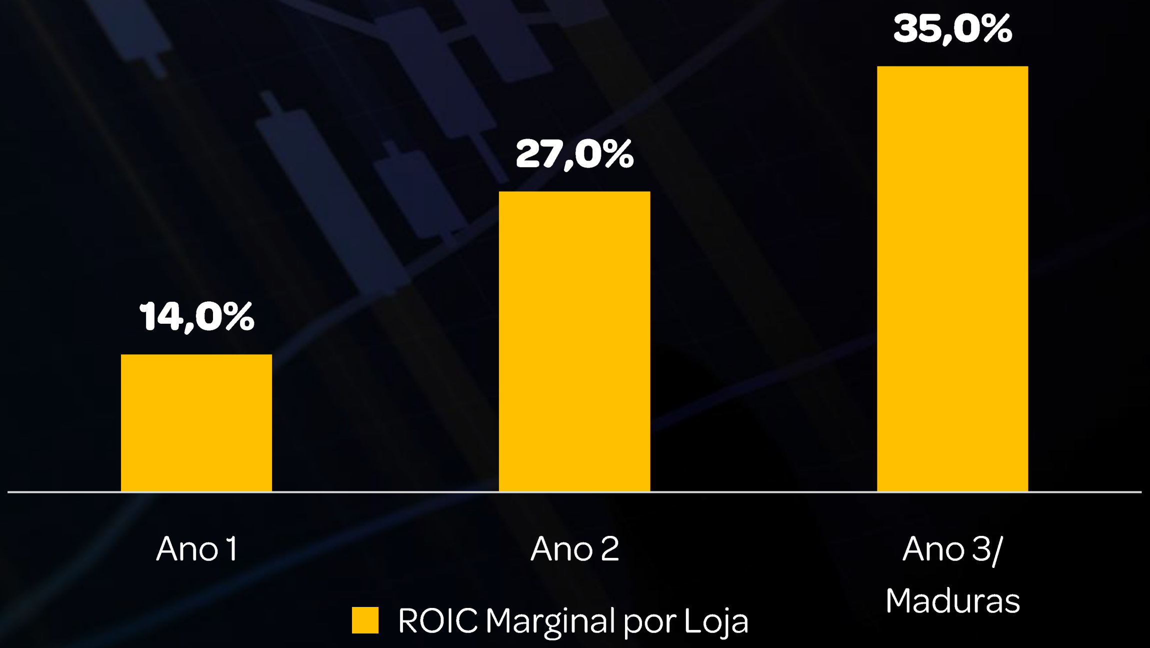
VAREJO



RENTABILIDADE

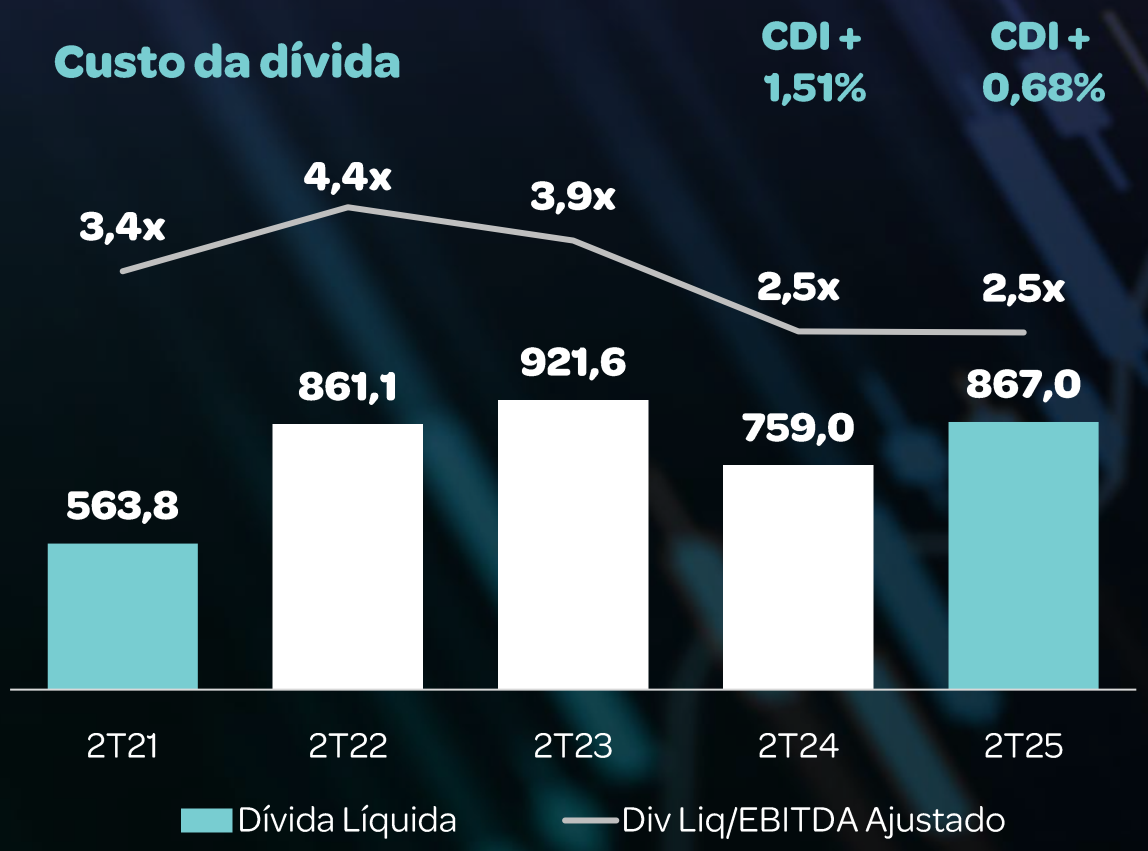
- Retornos da Distribuição acima do CDI atual;
- ROIC marginal por loja do Varejo em patamares relevantes.

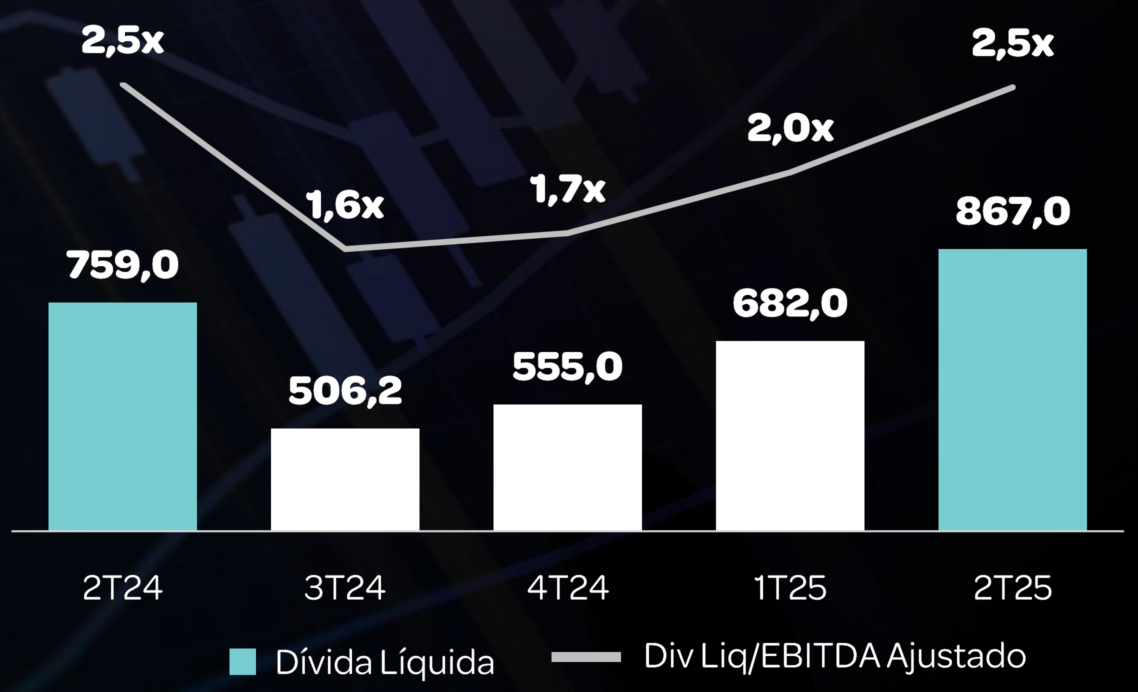




DÍVIDA LÍQUIDA E ALAVANCAGEM

(R$ milhões)





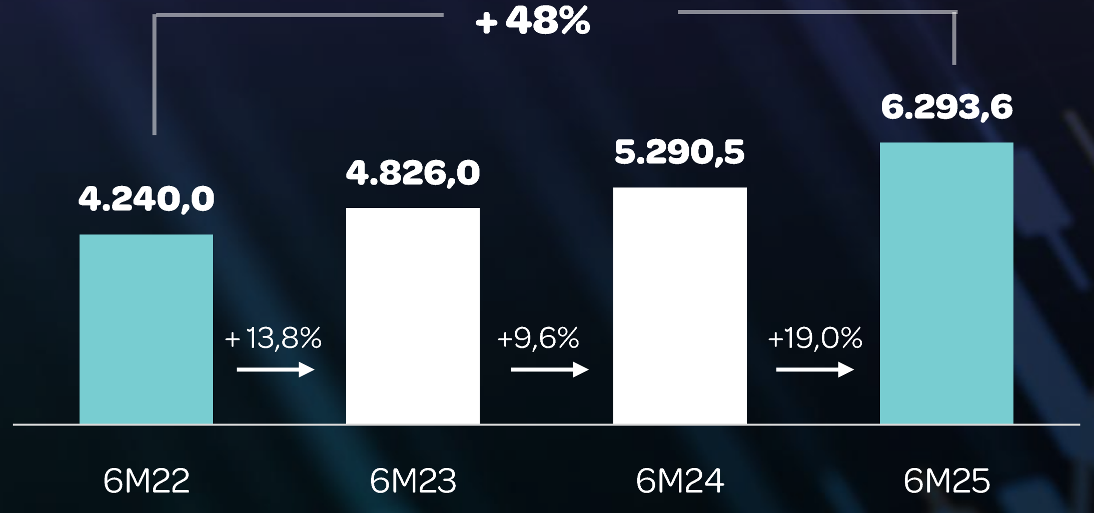
Alavancagem **estável** e **controlada** com **redução do custo da dívida**.

Destaques 6M

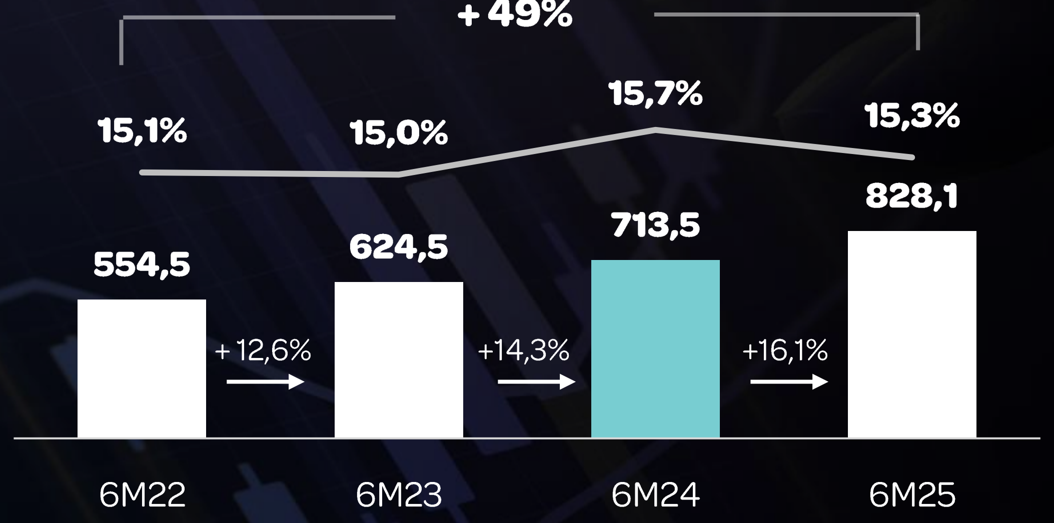
(R$ milhões)

DESTAQUES YTD – CONSOLIDADO *(R$ milhões e % ROL)*

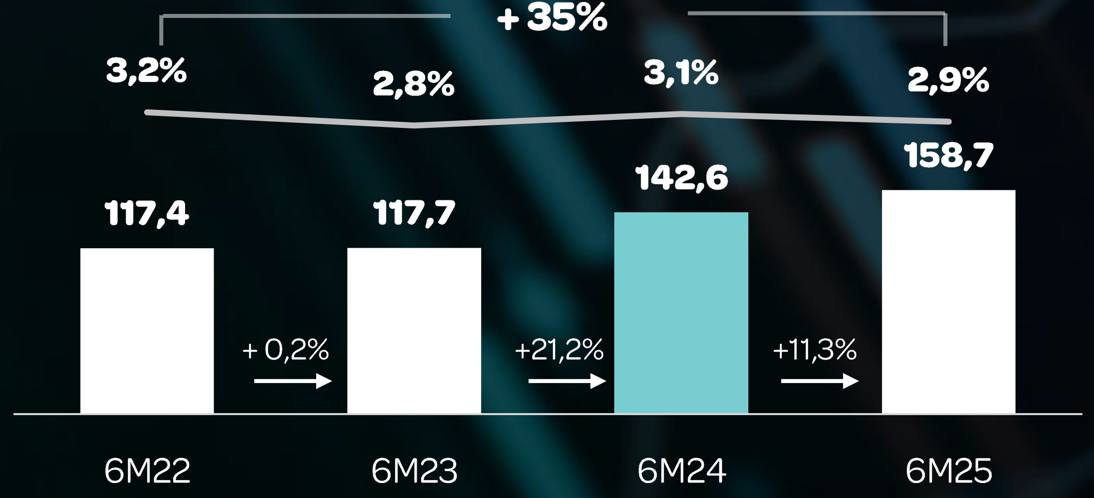
RECEITA BRUTA



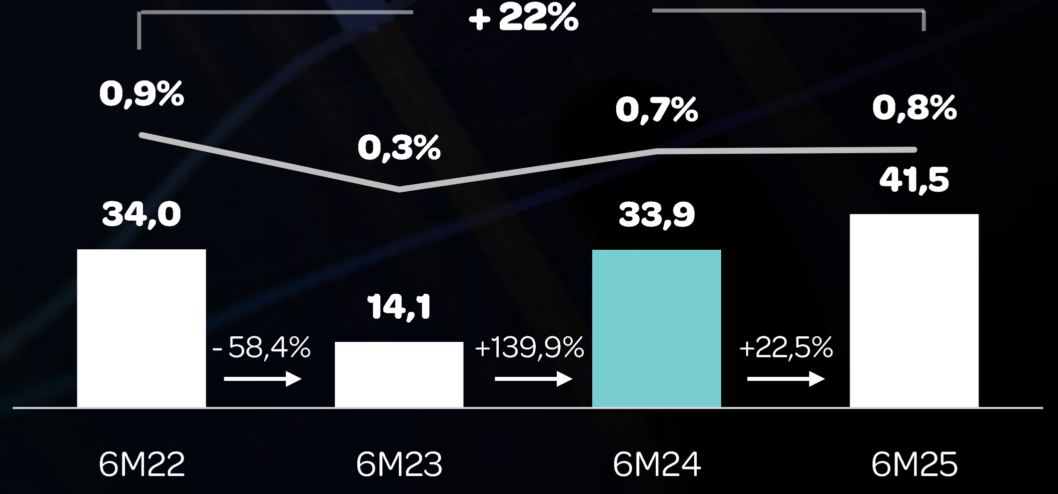
LUCRO BRUTO



EBITDA AJUSTADO



LUCRO LÍQUIDO AJUSTADO



Considerações Finais

PRIORIDADES 2025 & 2026

GRUPO	DISTRIBUIÇÃO	VAREJO
Ganhos de produtividade	Equalização *market share*	Plano de expansão
Investimento em tecnologia e infraestrutura	Aumento capacidade e ganho de produtividade logística	*Omnichannel* e evolução da jornada do cliente
Remuneração aos acionistas e equilíbrio entre *stakeholders*	Foco no ciclo de caixa e retornos	Pipeline marcas exclusivas

Q&A

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EARNINGS RELEASE 2Q25

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We will start soon...

DISCLAIMER

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Main Takeways and 2Q25 Highlights

KEY TAKEAWAYS 2Q24 X 2Q25

ENVIRONMENT

- Market growth:
6,8% Distribution / 10,5% Retail;

- Increase in Avg CDI
from 10.5% p.a. to 14.5% p.a.
In the second quarter.

- Price increases less than inflation and 2Q24 increase.

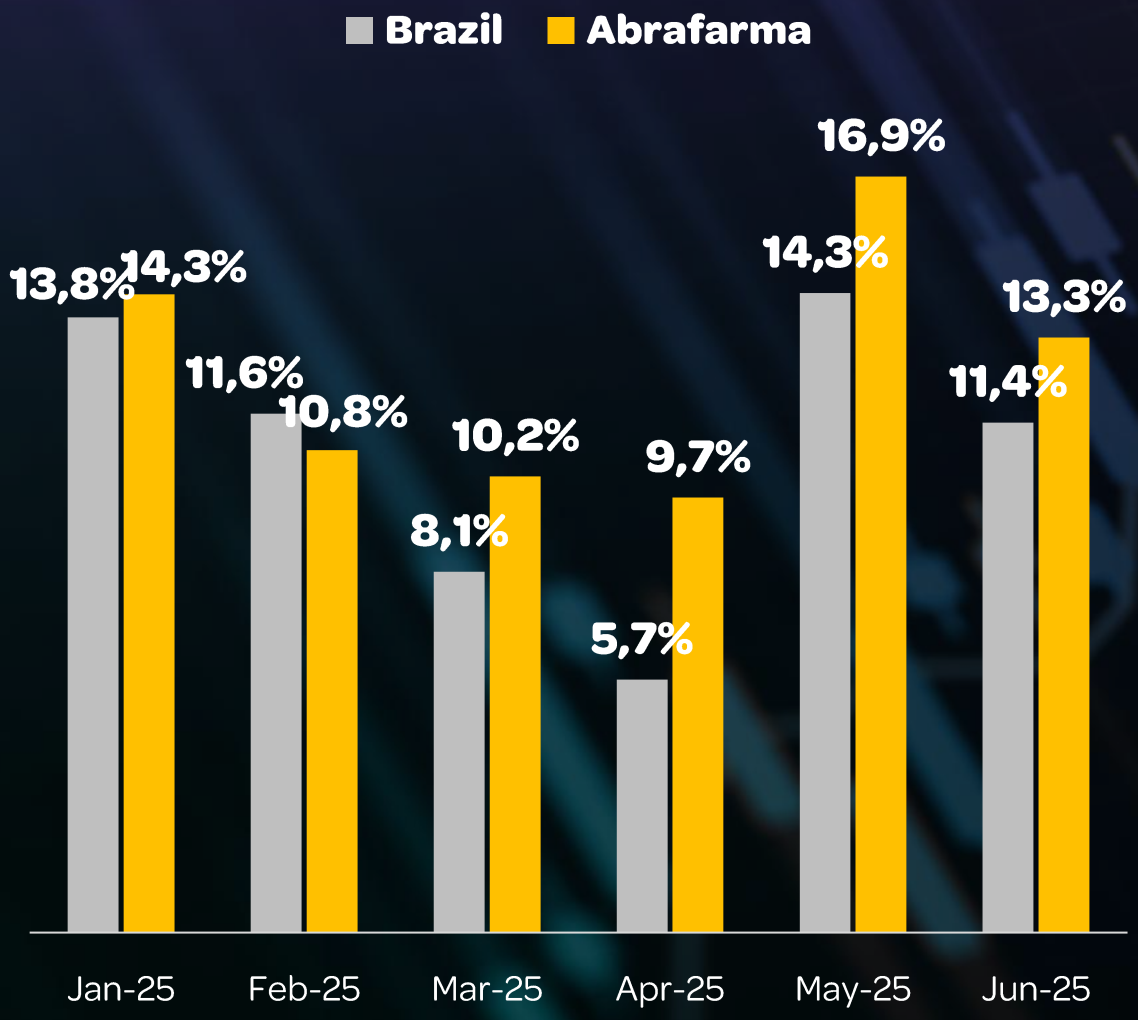
PERFORMANCE

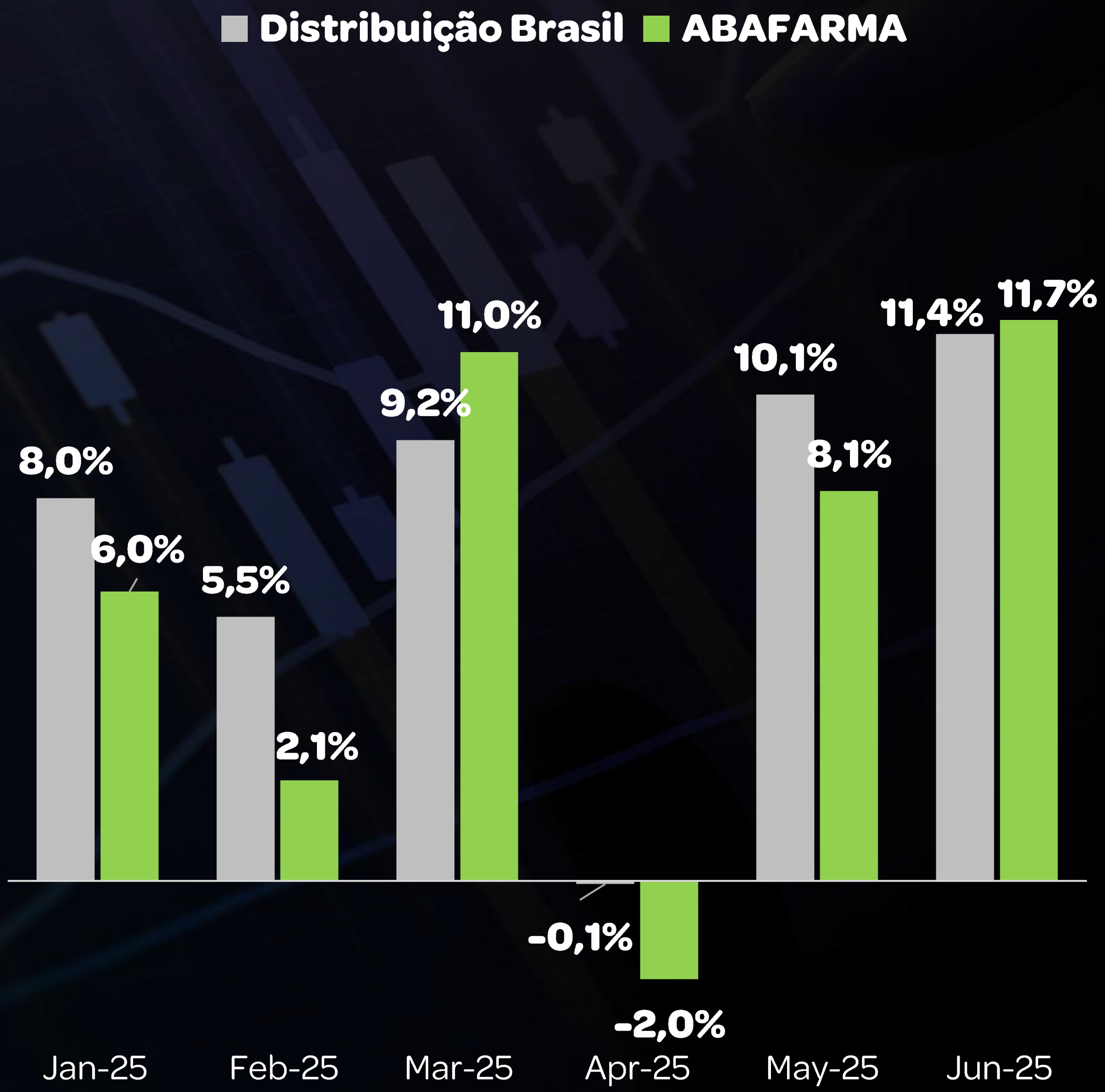
- Market share gains in both segments;

- New Cash Cycle Evolution: -1 day;

- Stable Net Income in a challenge macroeconomic outlook.

MONTLHY MARKET EVOLUTION VS 2Q24

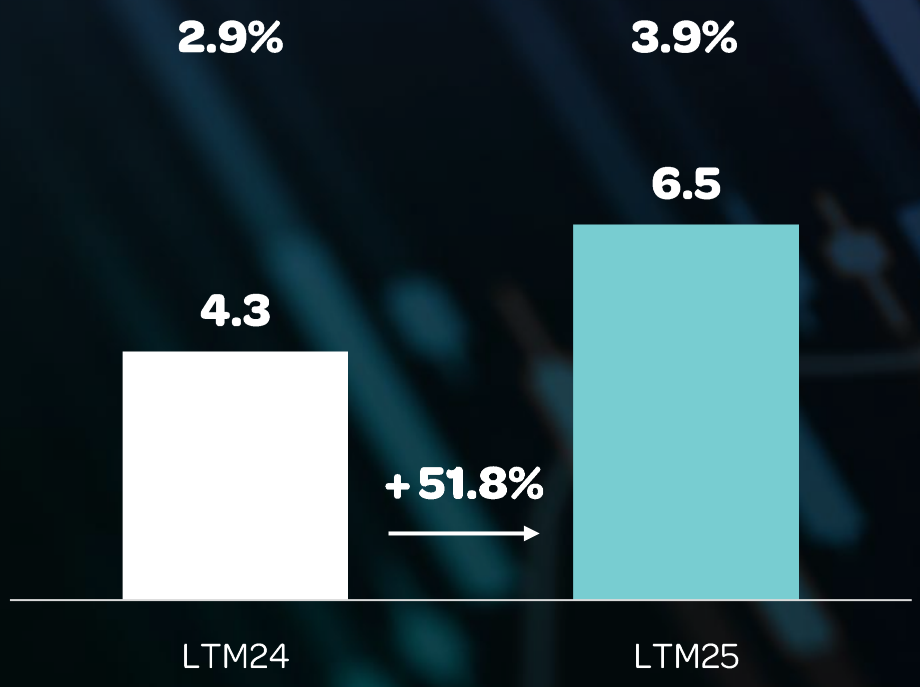




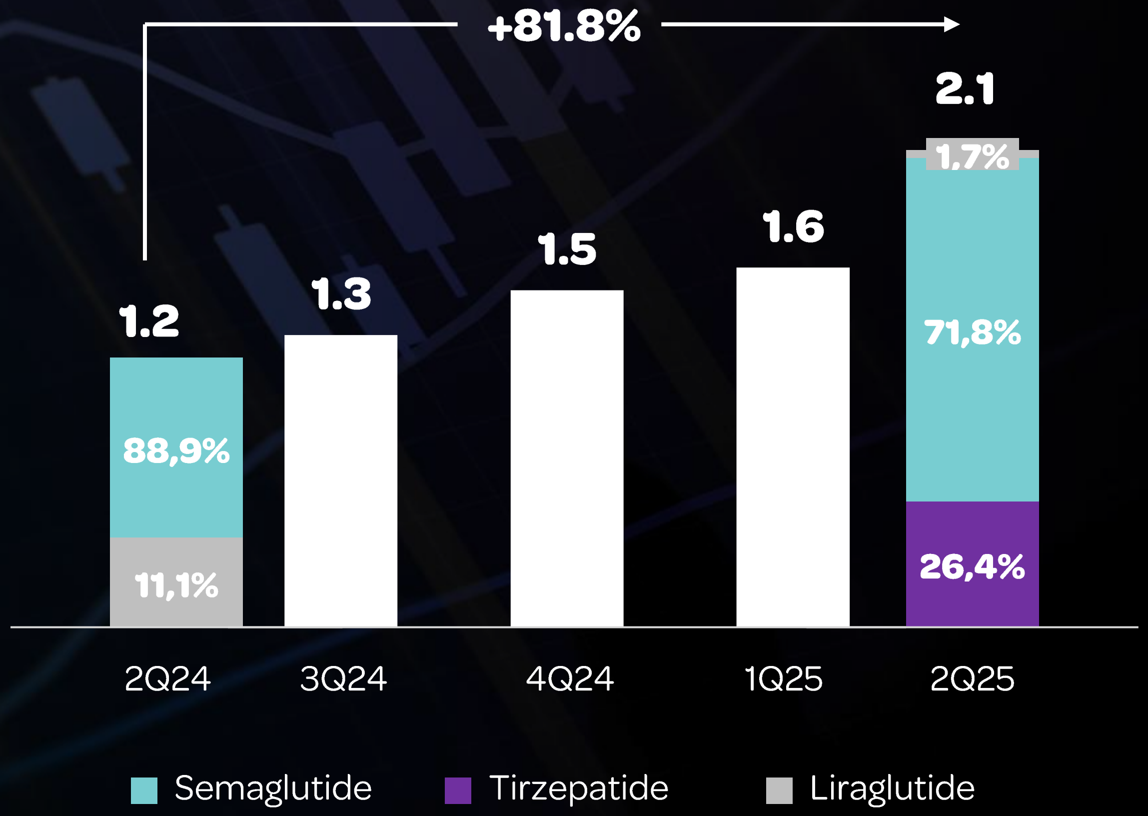
Source: IQVIA

GLP1 EVOLUTION

GLP1 Sales (R$ Bi) and Pharmaceutical Market Share



GLP1 Quarterly Growth (R$ Bi)



Source: IQVIA

HIGHLIGHTS 2Q25 x 2Q24

GROSS REVENUE	GROSS PROFIT	EBITDA
R$ 3.2 Bi	R$ 434.0 MM	R$ 101.0 MM
+17.8%	+12.3%	+10.2%

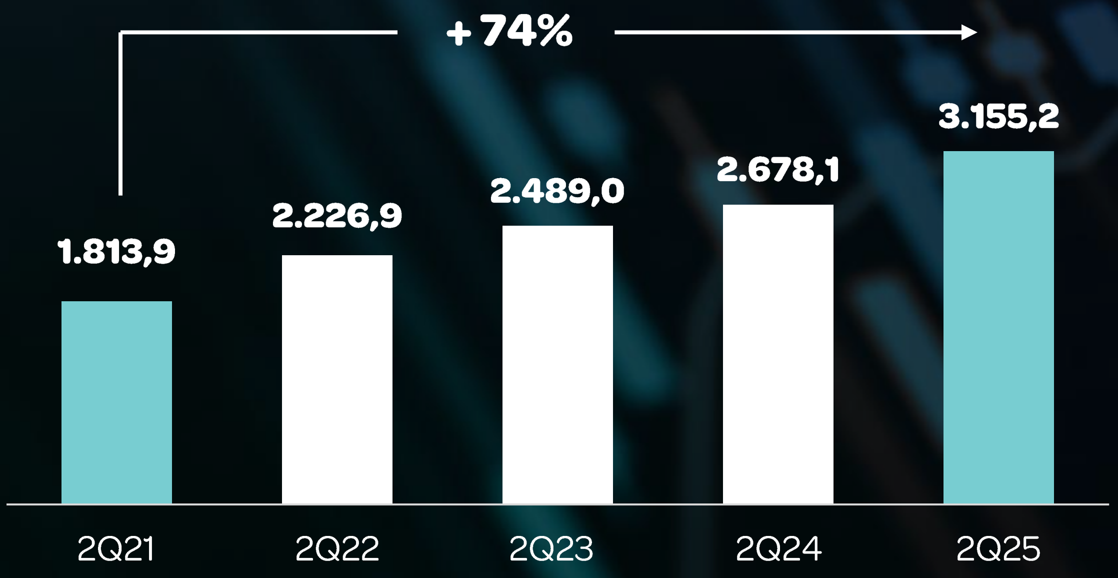
OPERATIONAL CASH FLOW	CASH CYCLE	LEVERAGE
R$ 214.4 MM	38 DAYS	2.5x
	-1 day	NET DEBT/EBITDA
		stability vs 2Q24

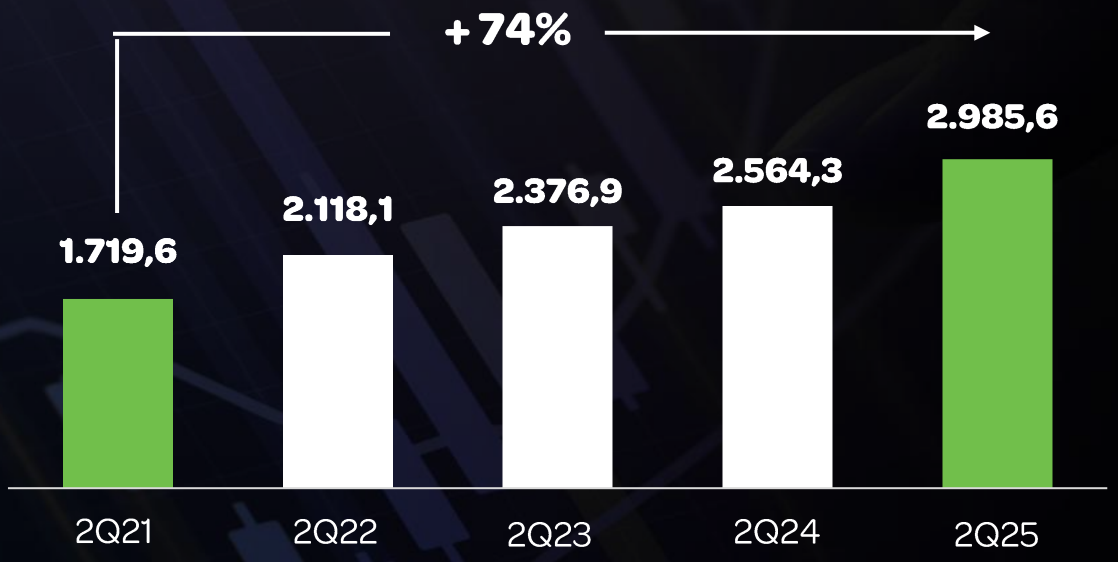
Results 2Q25

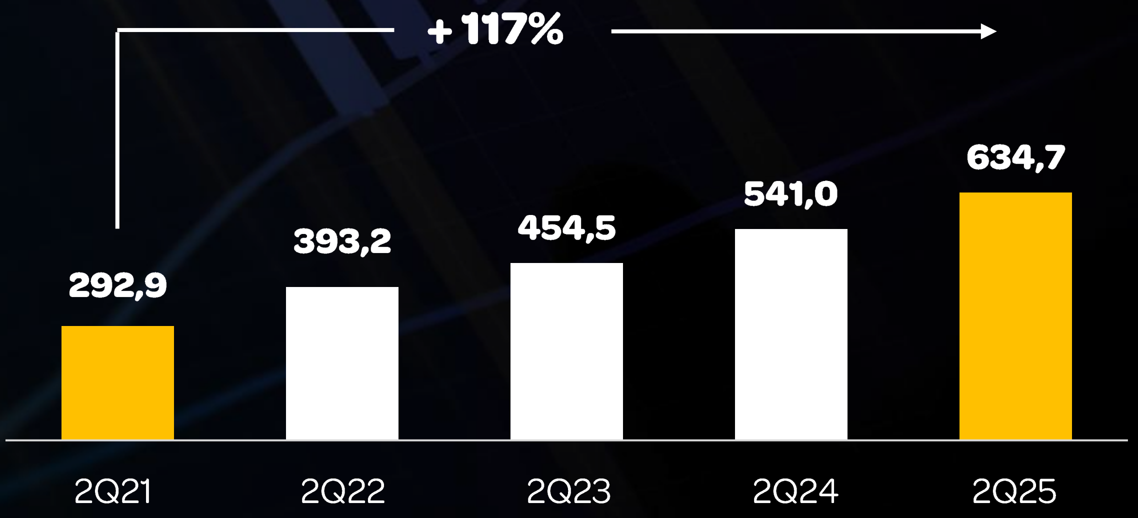
CONSOLIDATED GROSS REVENUE

(R$ million)

- **74%** growth over 4 years and **18%** vs. 2Q24;
- In the Distribution segment, highlights include RX/NM medications and the 2Q24 comparison base.;
- Omnichannel sales at Rede d1000 grew 52.2% and accounted for 8.6% of quarterly revenue.



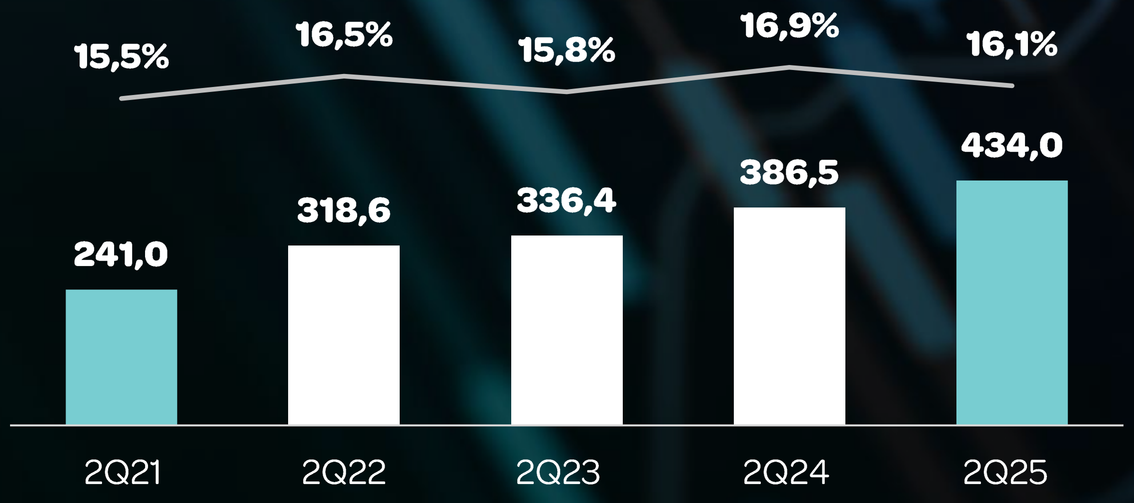


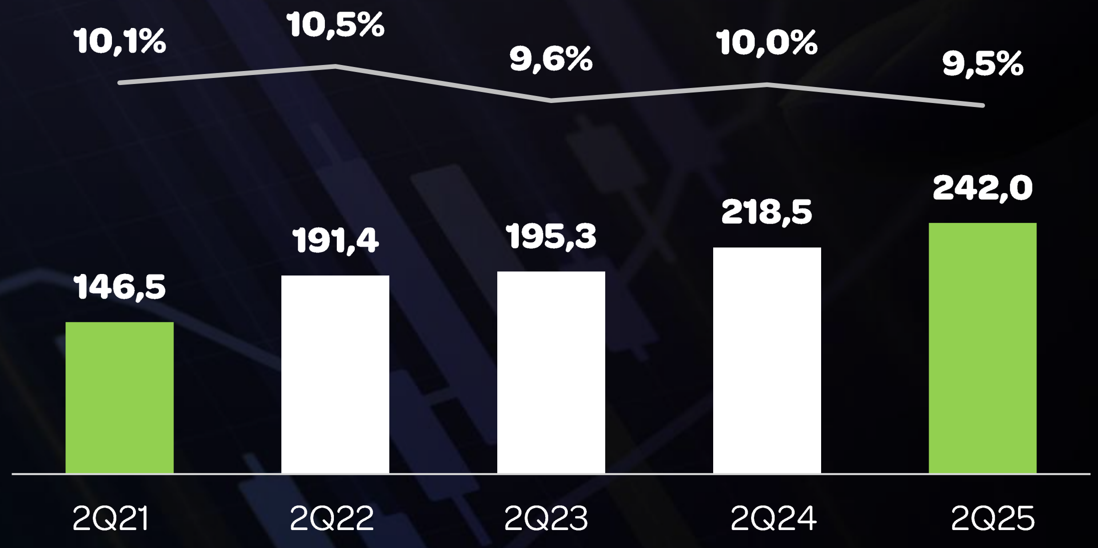


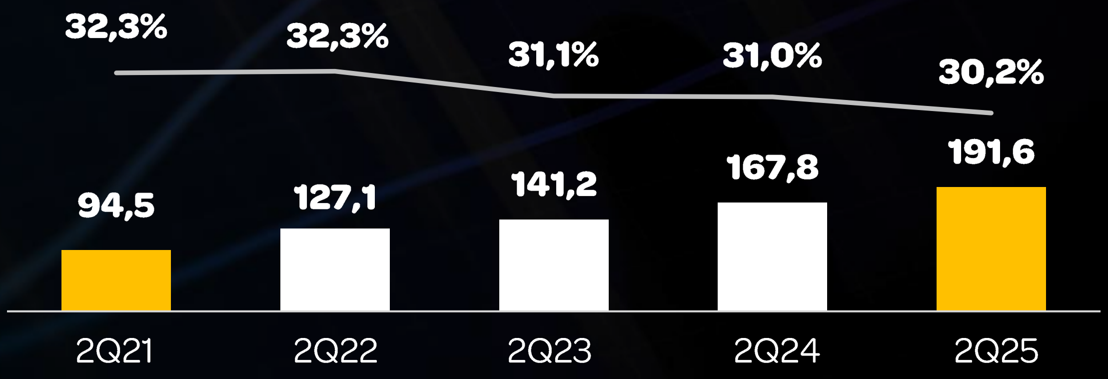
GROSS PROFIT E GROSS MARGIN

(R$ million & % Net Revenue)

- Group margin was mainly impacted by the lower price adjustment for medications.
- Customer mix affected the margin in the Distribution;
- Demand for GLP-1 medications contributed to margin decline in the Retail segment.





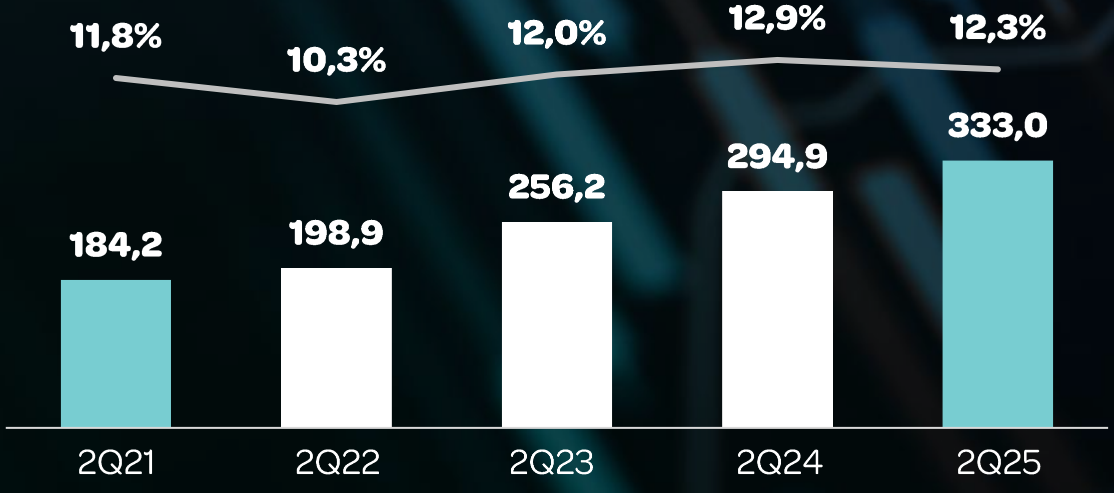


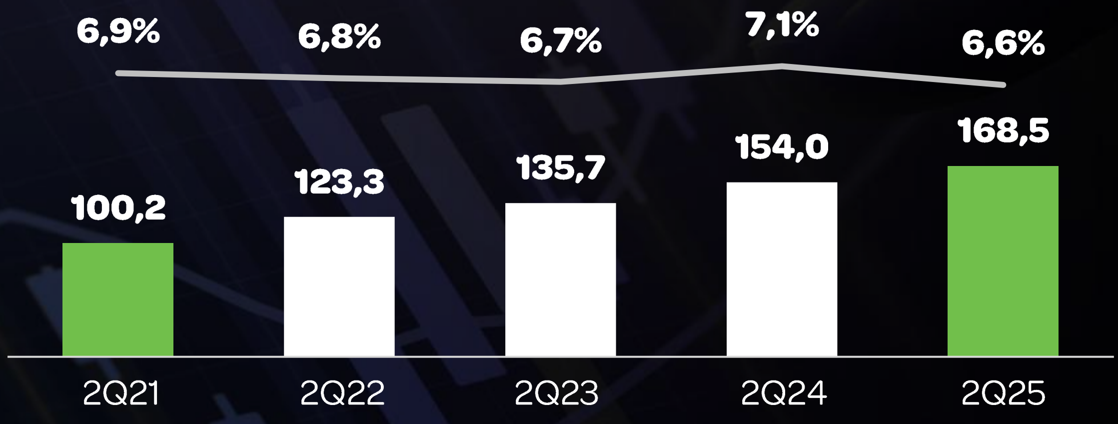
Retail Margins in % Gross Revenue.

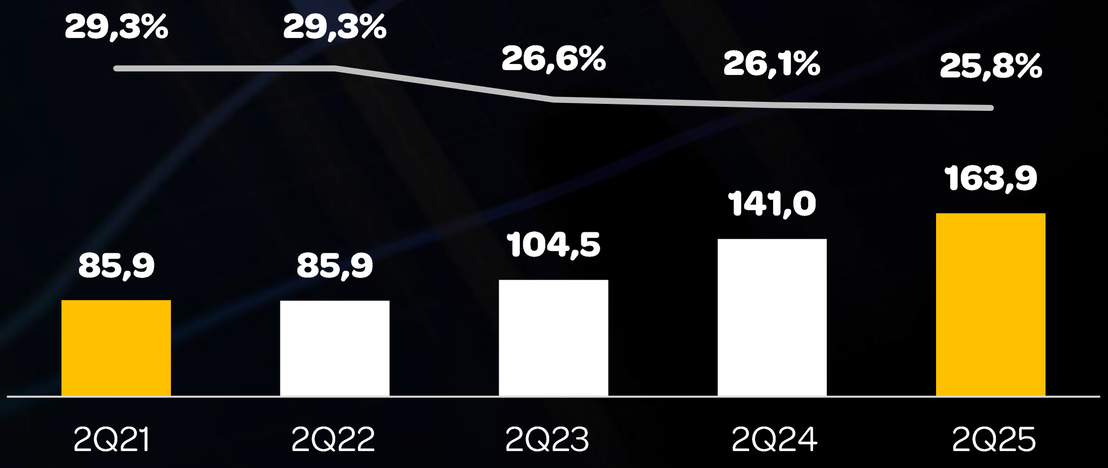
OPERATIONAL EXPENSES

(R$ milion & % Net Revenue)

- Expense dilution compared to 2Q24, with additional gains yet to be captured;
- Customer mix contributed to expense dilution and lower pre-adjustment expenses in the Distribution;
- A higher concentration of maturing stores at Rede d1000 pressured this indicator (**2.5** p.p).





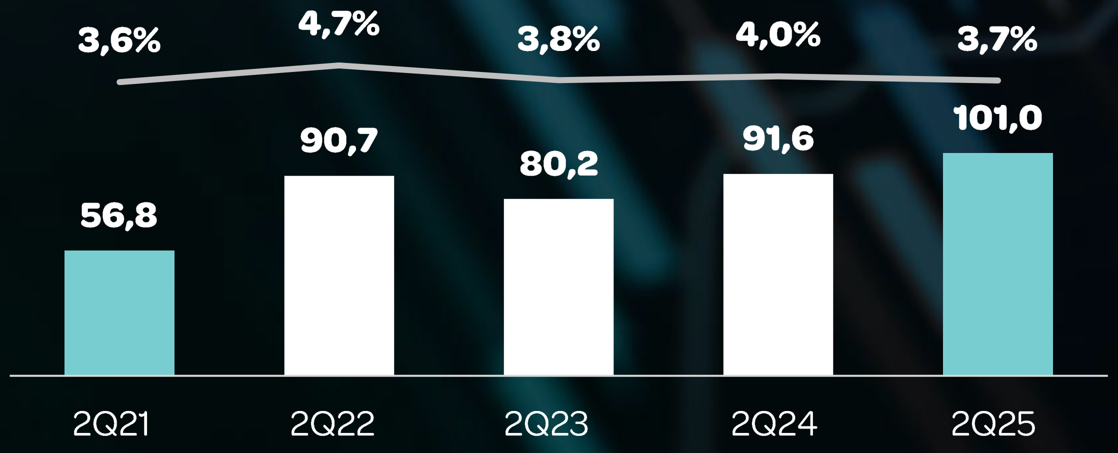


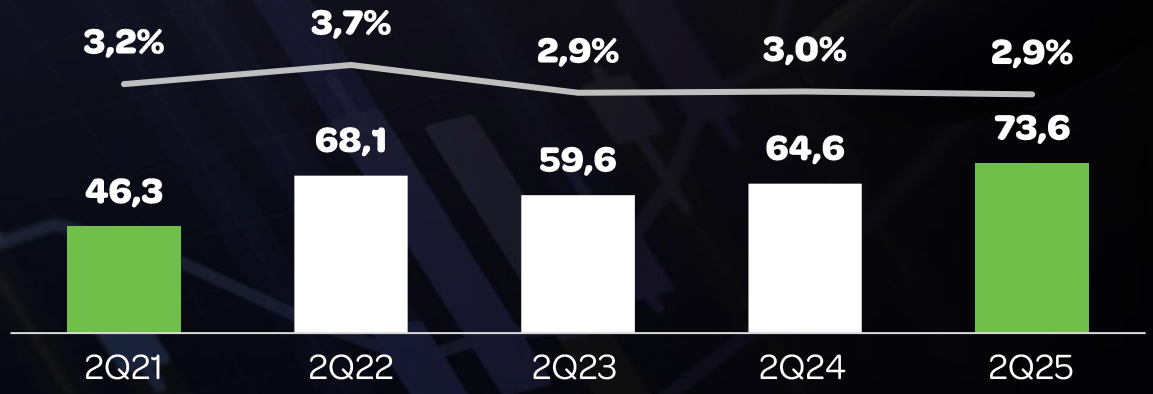
Retail Margins in % Gross Revenue.

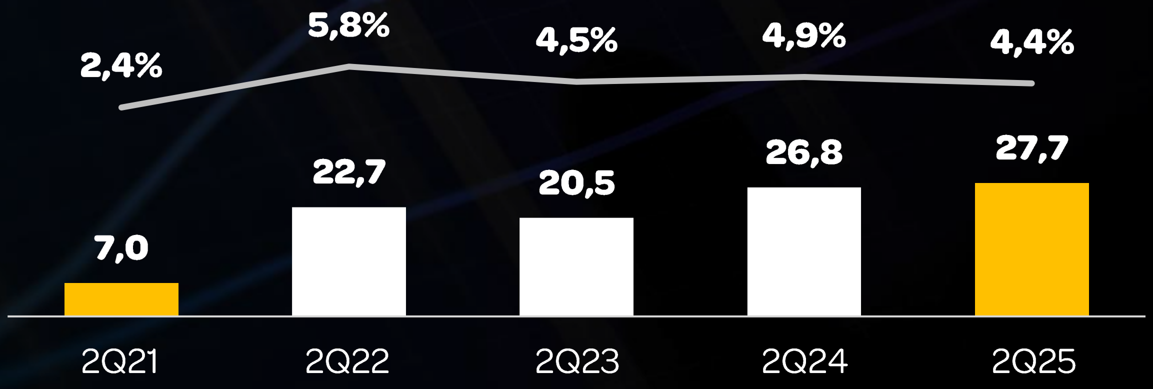
ADJUTED EBITDA

(R$ million & % Net Revenue)

- Grup's EBITDA expanded **78%** over four years and **10%** versus 2Q24;
- Distribution EBITDA increased 14% versus 2Q24, despite a 0.7 p.p. lower price adjustment;
- Retail margin was negatively impacted by a higher share of maturing stores.





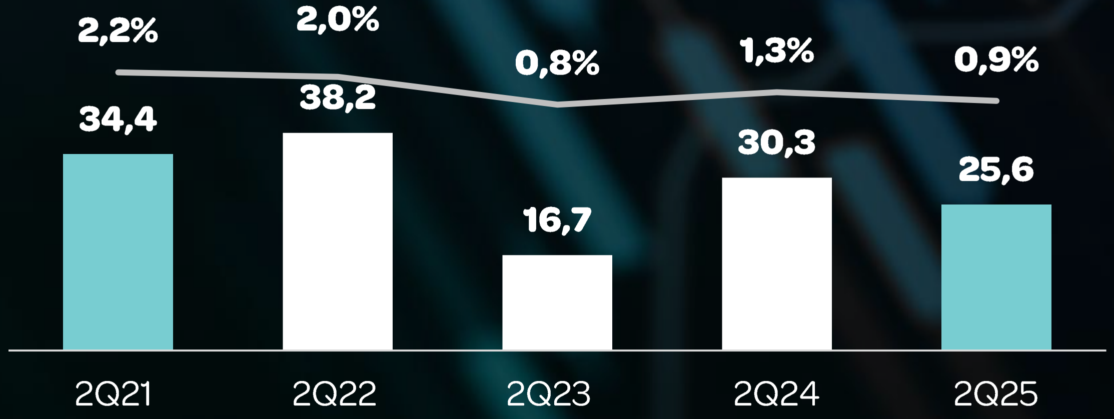


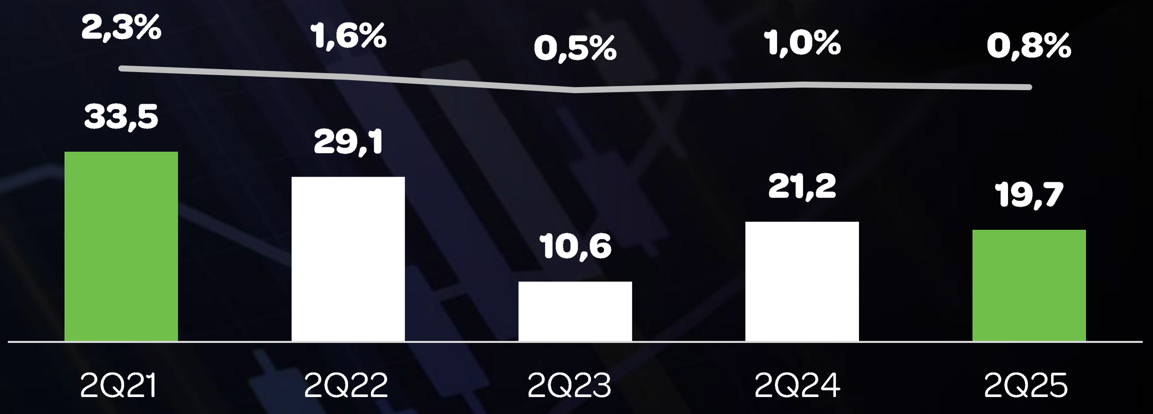
Retail Margins in % Gross Revenue.

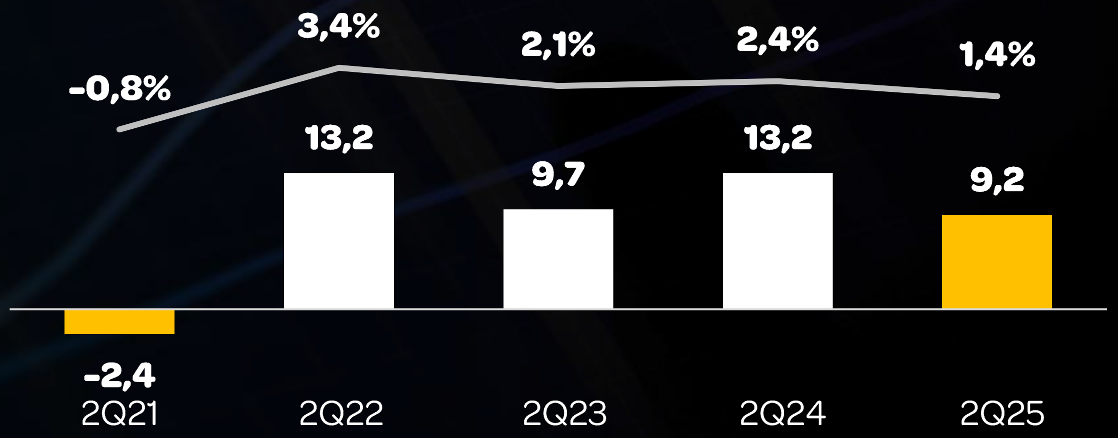
ADJUSTED NET INCOME

(R$ million & % Net Revenue)

- The increase in the avg CDI during the period (**14.5%** vs. **10.5%**) accounted for a **R$ 10** million reduction in Net Income;
- Improvement in the cash conversion cycle and lower debt cost soften the decline in the Distribution;
- In Retail, D&A and financial expenses partially reduced Net Income.



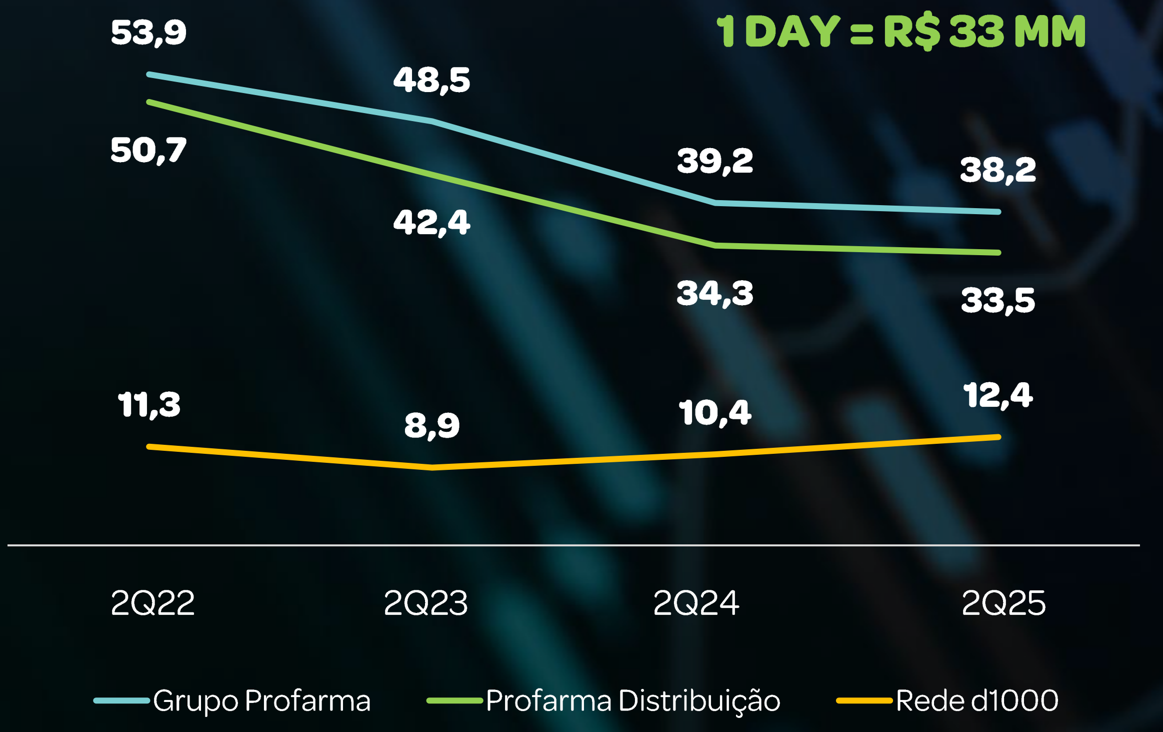


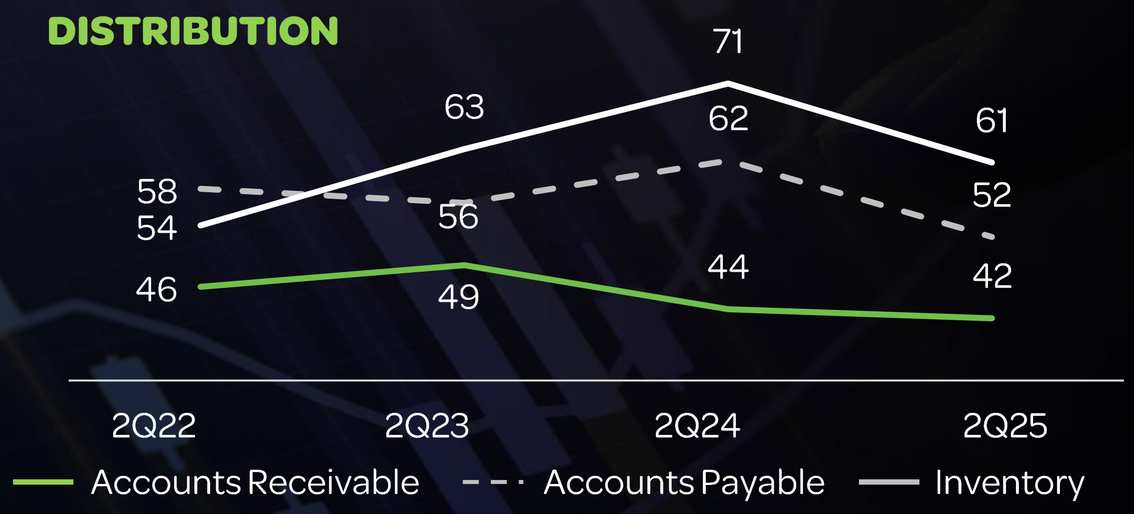


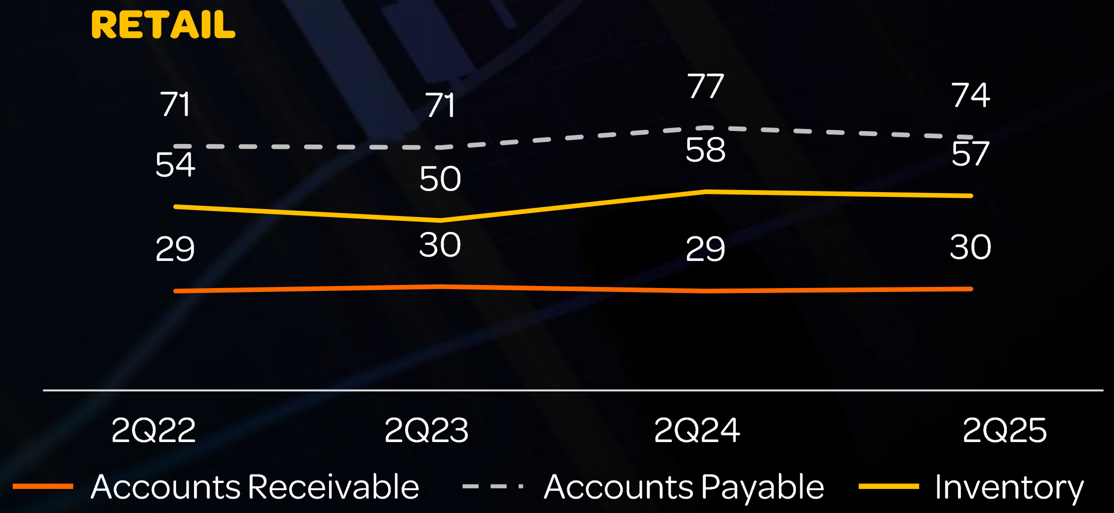
Retail Margins in % Gross Revenue.

CASH CYCLE

- Ongoing optimization of the Cash Conversion Cycle;
- Further progress in cycle optimization in the Distribution segment;
- Retail Cash Cycle impacted by store concentration during the period

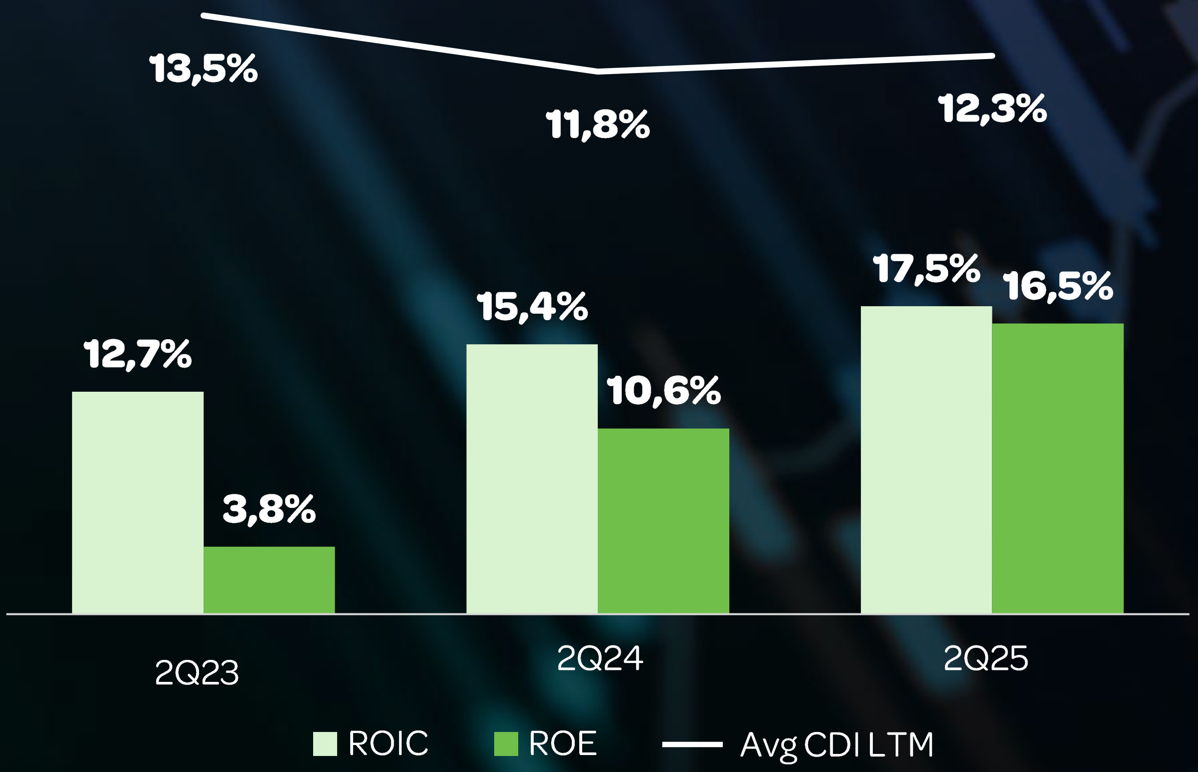


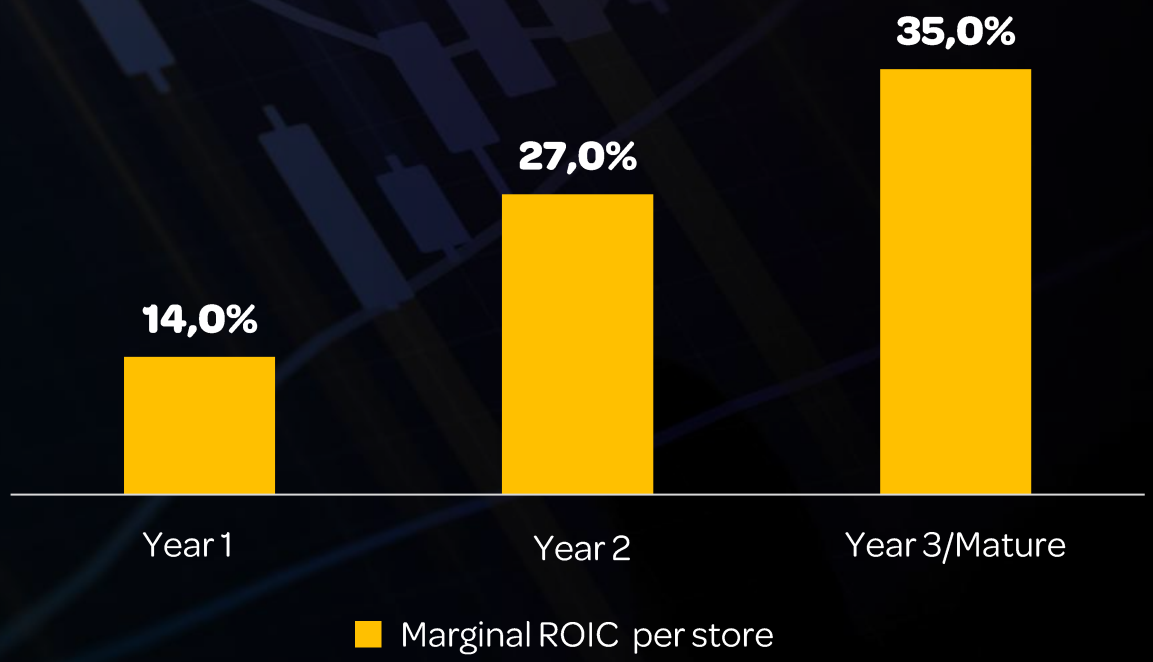




BUSINESS RETURNS

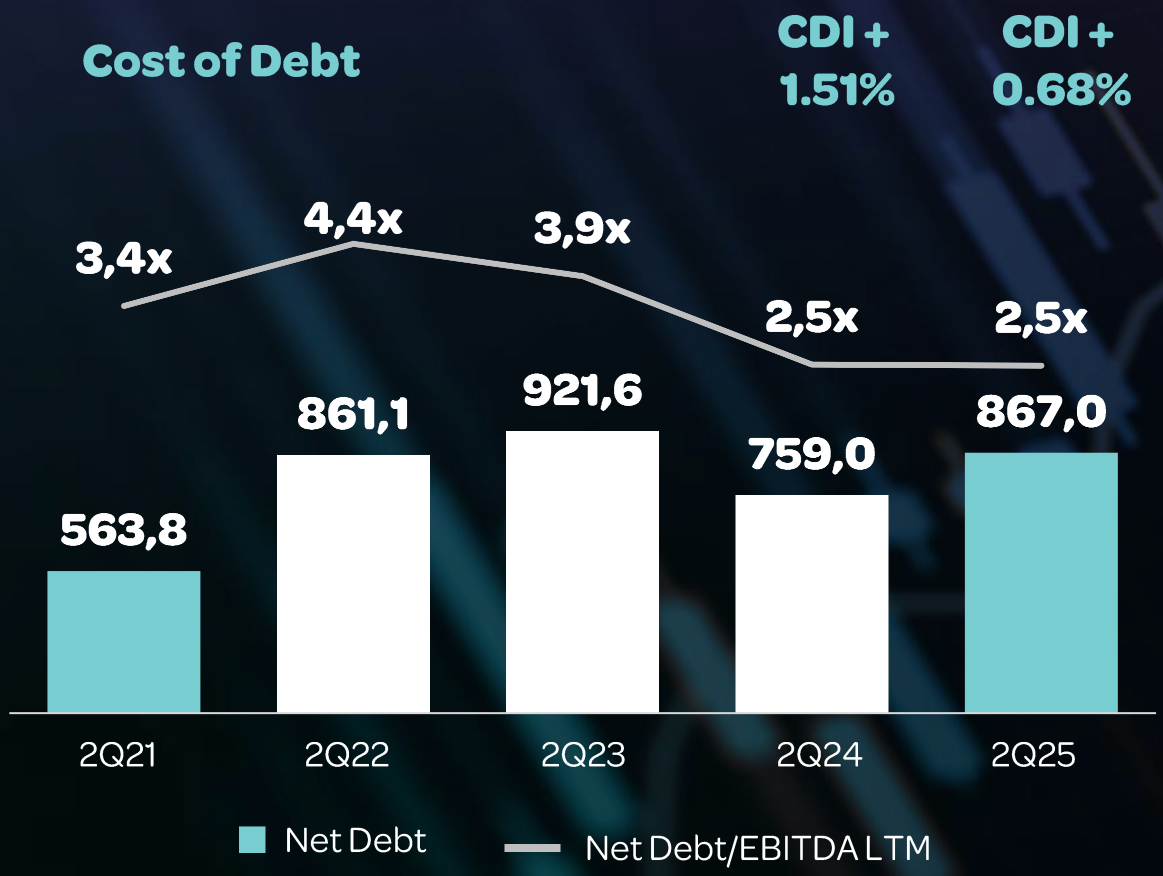
- Returns on Distribution above current CDI;
- Retail's marginal ROIC per store remains at relevant levels.

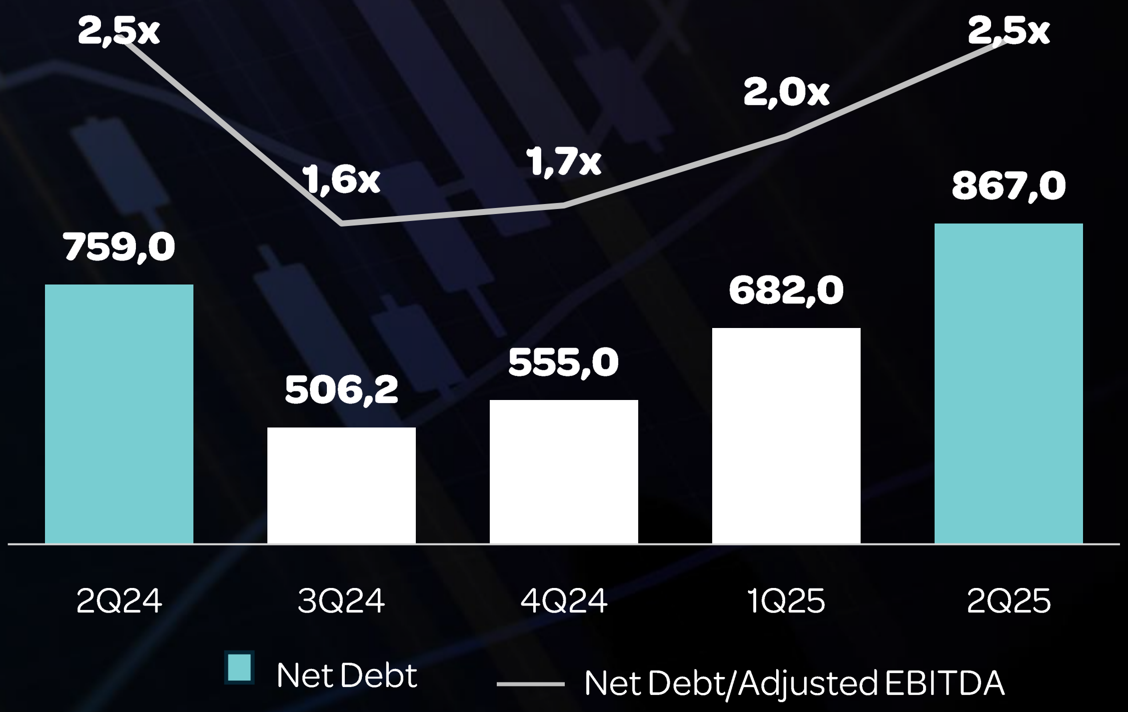




NET DEBT AND LEVERAGE

(R$ million)





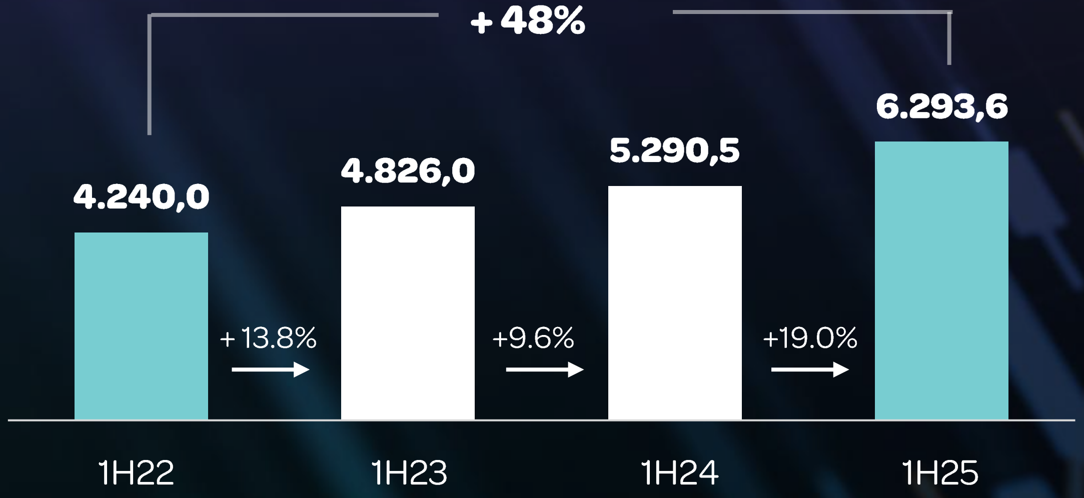
Stable and **controlled** leverage with a **reduction in debt cost.**

HIGHLIGHTS YTD

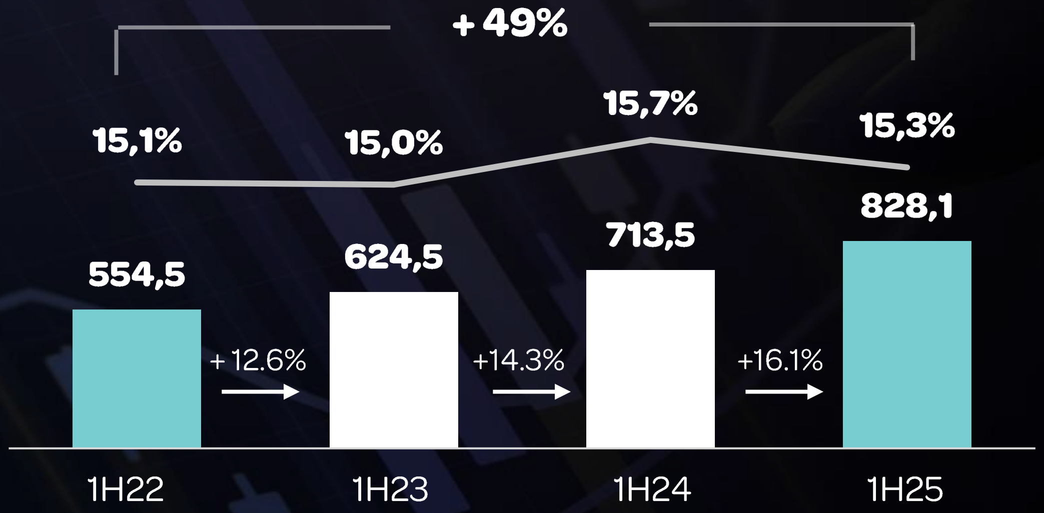
(R$ million)

HIGHLIGHTS YTD – CONSOLIDATED *(R$ million & % Net Revenue)*

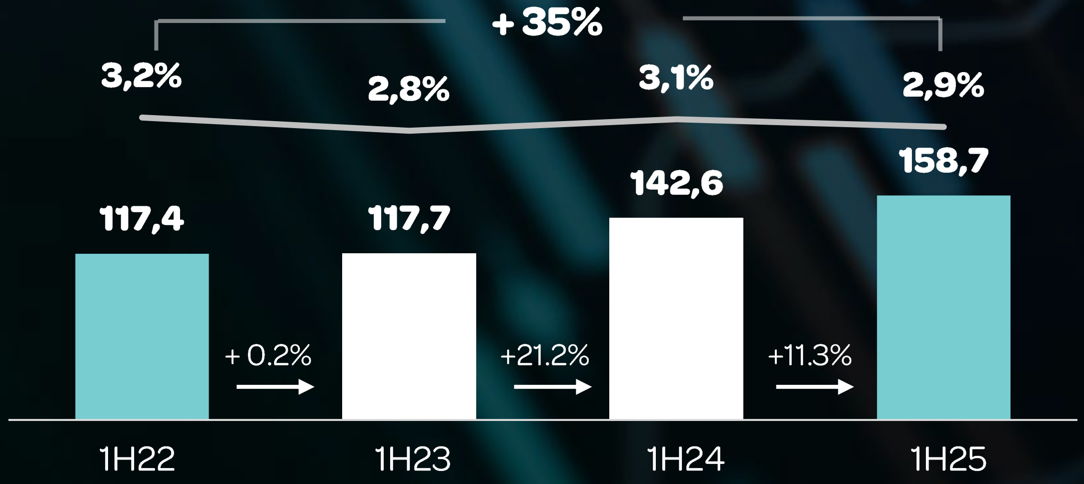
GROSS REVENUE



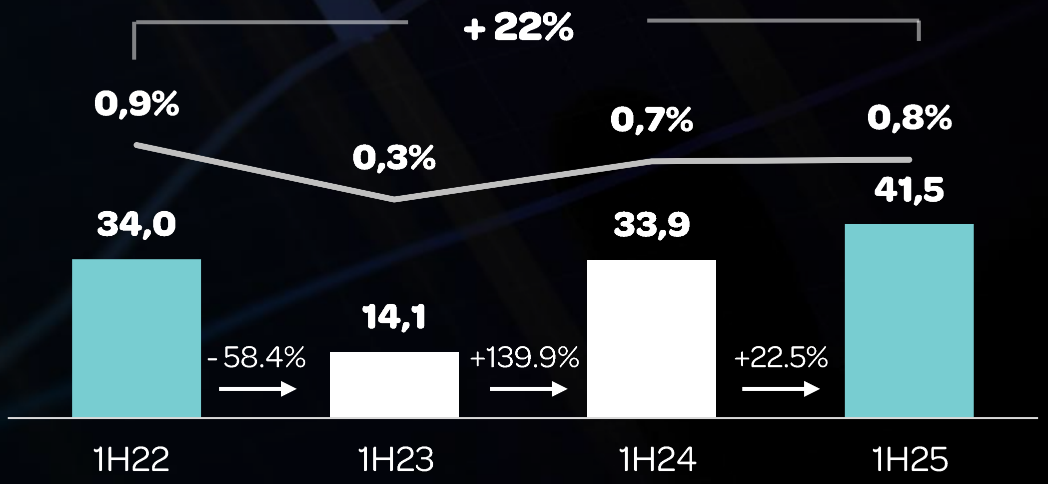
GROSS PROFIT



ADJUSTED EBITDA



ADJUSTED NET INCOME



Considerações Finais

2025 & 2026 PRIORITIES

GROUP

Productivity gains.

Technology and infraestructure investments.

Shareholders compensation and balance among stakeholders.

DISTRIBUTION

market share equalization.

Increase capacity and logistics productivity gains.

Focused on cash cycle and returns.

RETAIL

Expansion plan.

Omnichannel and cliente experience enhancements.

Exclusive brands pipeline.

GRUPO PROFARMA

PFRM

B3 LISTED NM

THANK YOU!