



# DIVULGAÇÃO DE RESULTADOS 1T20



1T20 X 1T19

## CRESCIMENTO

DA RECEITA BRUTA EM

27,4%

**R\$ 1,6 bi**

MARGEM BRUTA DE 13,3%



## DILUIÇÃO

DAS DESPESAS SG&A DE

**1,8 p.p.**

10,5%

DA RECEITA LÍQUIDA

## AUMENTO

DO EBITDA

41,8%

**R\$ 46,3 mi**



**REDUÇÃO** NA RELAÇÃO  
DÍVIDA LÍQUIDA/EBITDA

**3,2x para 2,7x**

**MELHORA**  
DO CICLO DE CAIXA EM

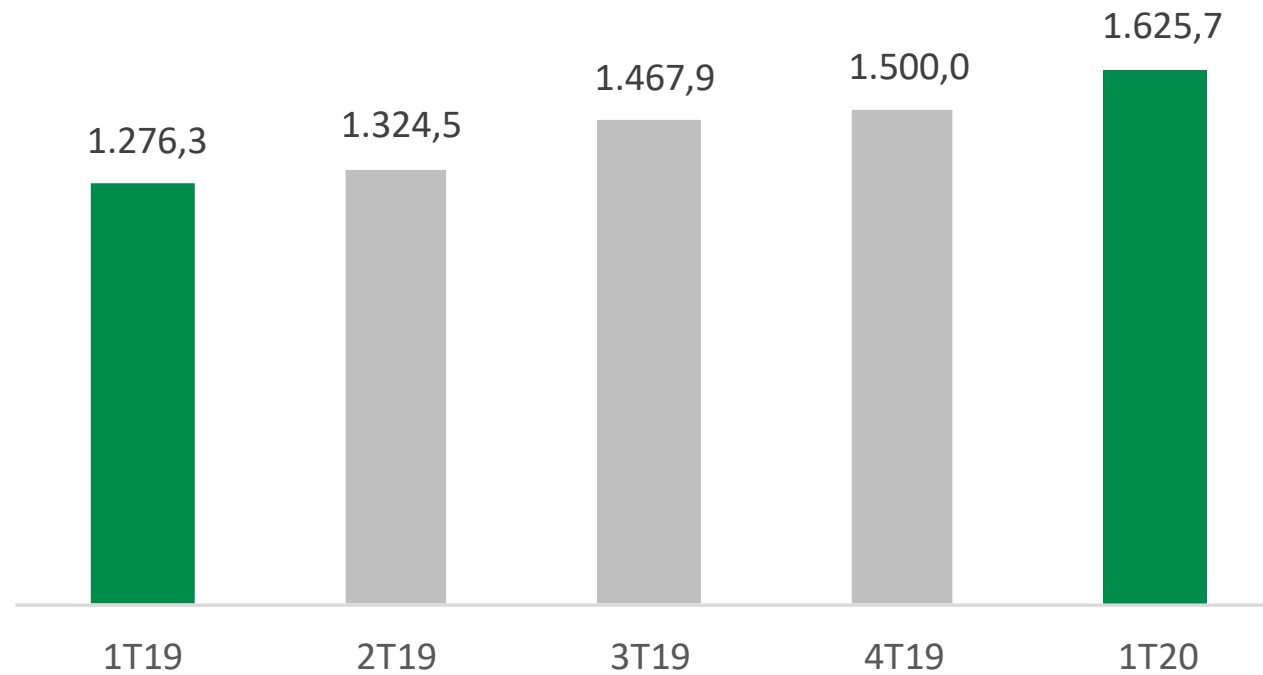
**5,0 dias**





## RECEITA BRUTA

(R\$ milhões)

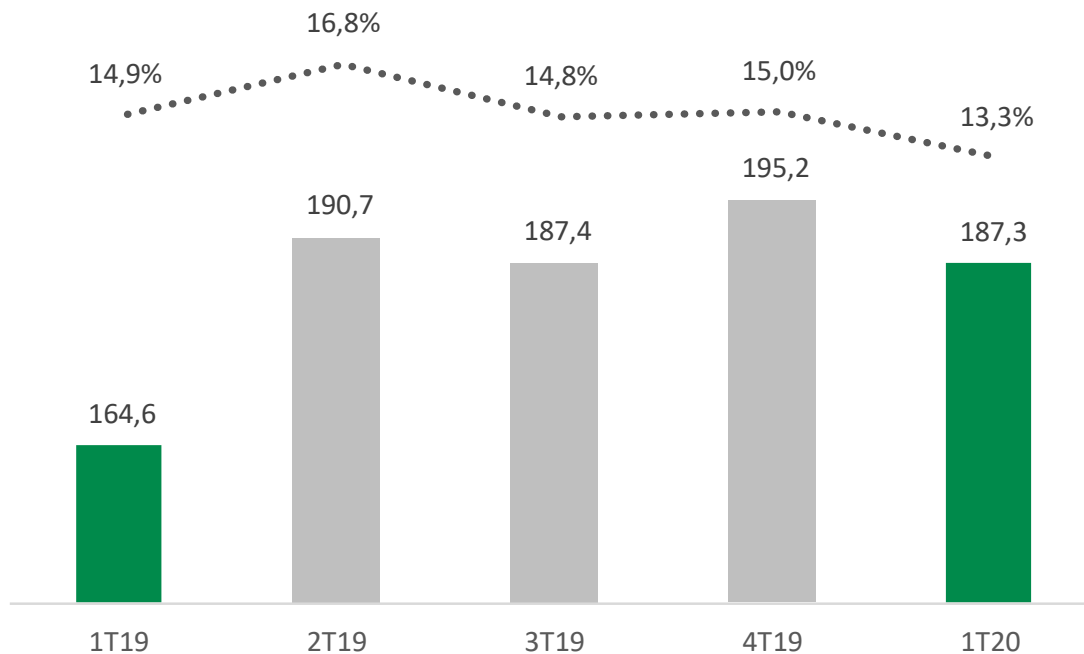


 **27,4%**



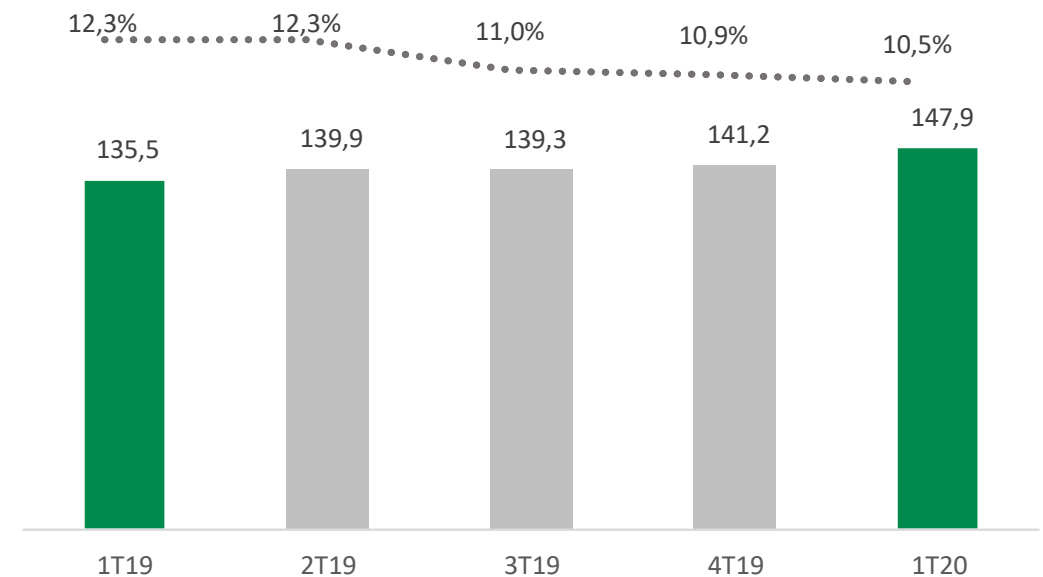
## LUCRO BRUTO

(R\$ milhões e % Receita Líquida)



## DESPESAS OPERACIONAIS SG&A

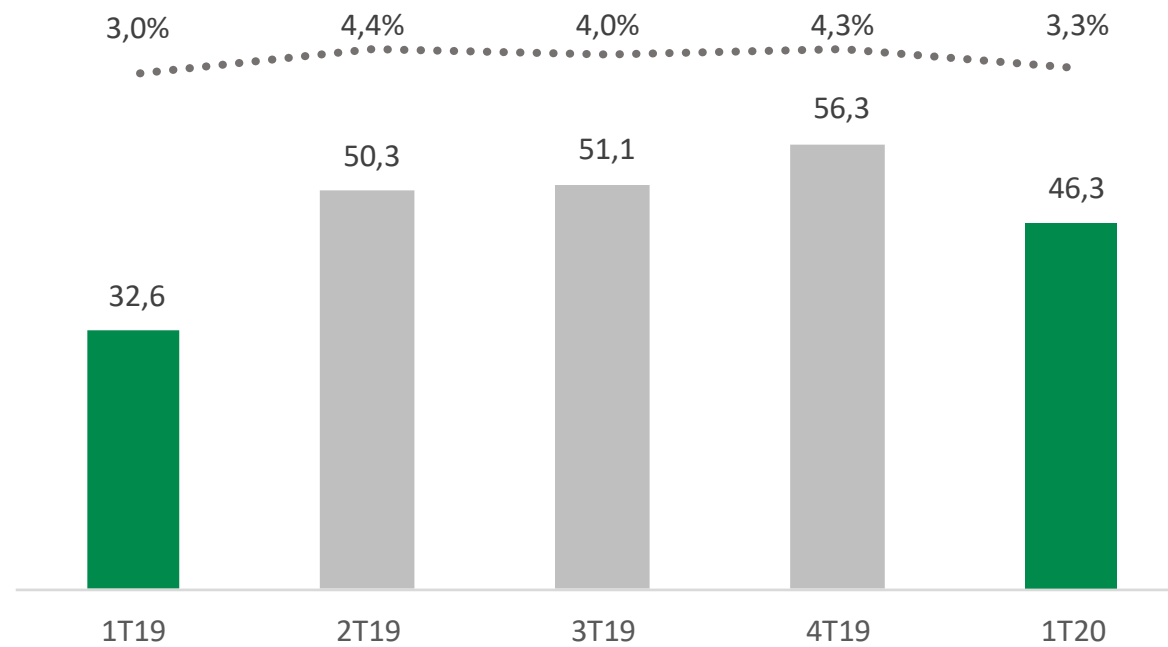
(R\$ milhões e % Receita Líquida)





## EBITDA

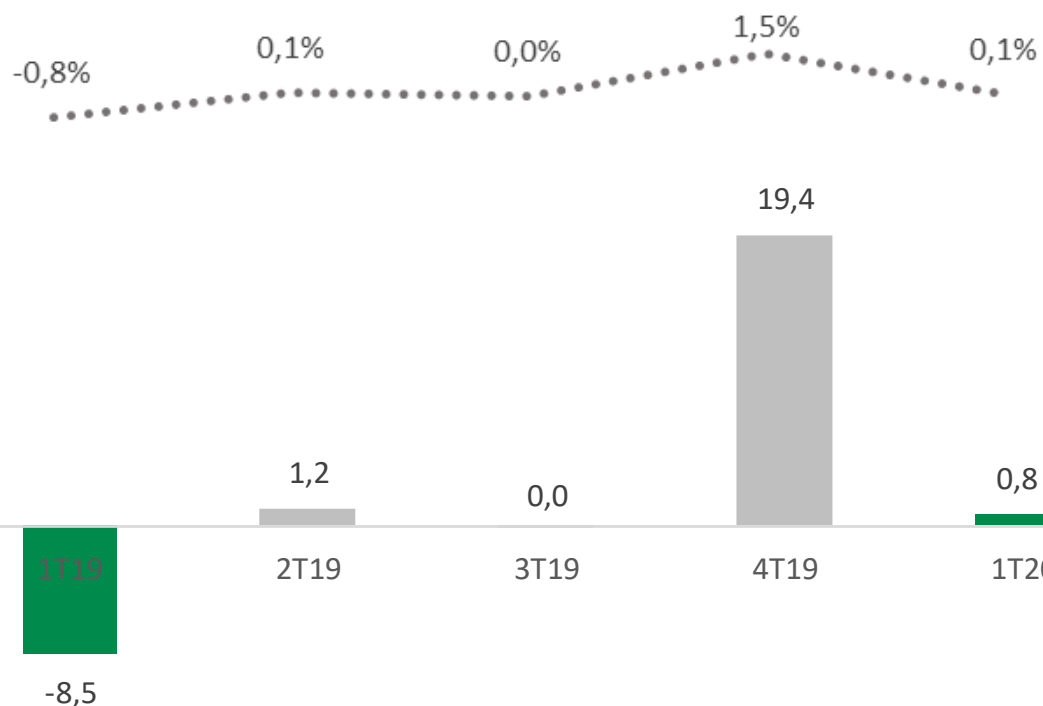
(R\$ milhões e % Receita Líquida)





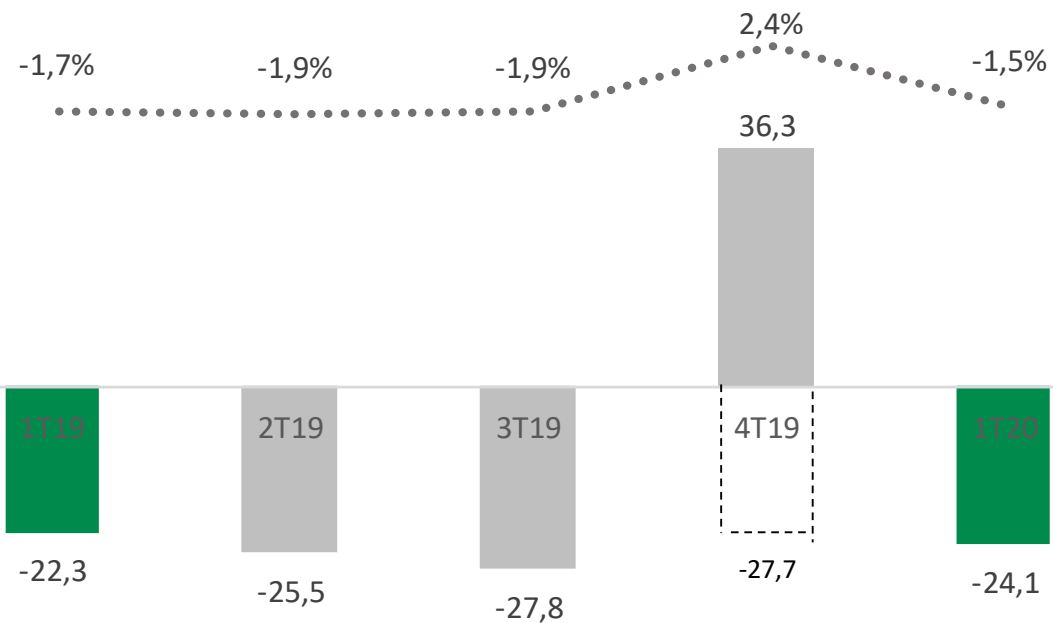
## LUCRO LÍQUIDO

(R\$ milhões e % Receita Líquida)



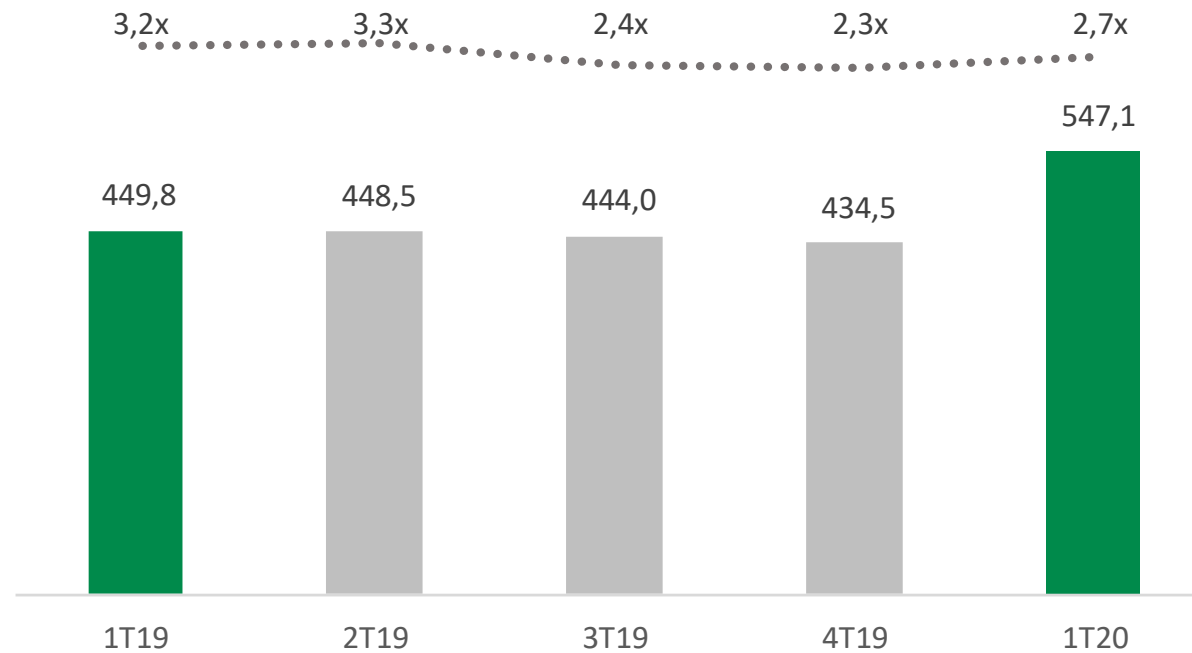
## RESULTADO FINANCEIRO

(R\$ milhões e % Receita Líquida)





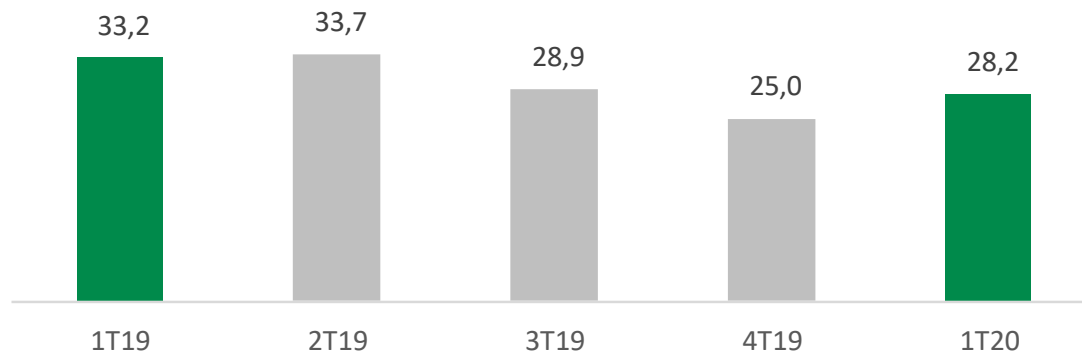
## DÍVIDA LÍQUIDA E DÍVIDA LÍQUIDA/ EBITDA (R\$ milhões)





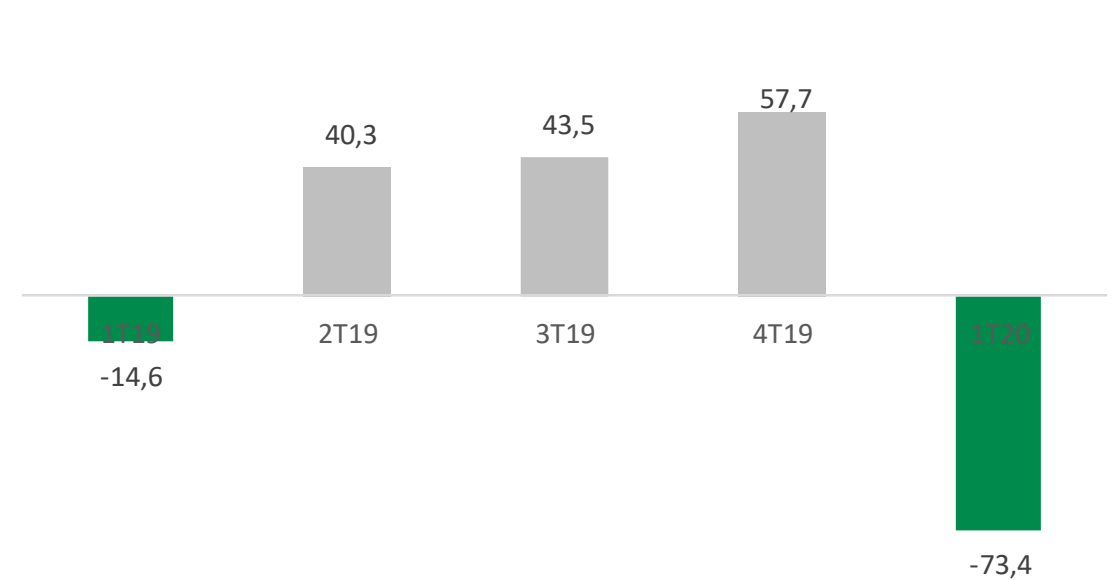
## CICLO DE CAIXA

(Dias)



## CAIXA GERADO NAS ATIVIDADES OPERACIONAIS

(R\$ milhões)





# DISTRIBUIÇÃO

1T20 X 1T19



## CRESCIMENTO

DA RECEITA BRUTA EM

31,6%

R\$ 1,5 bi



## AUMENTO

NO LUCRO BRUTO

22,0%

R\$ 101,4 mi

## AUMENTO

DO EBITDA

76,9%

R\$ 26,2 mi

MARGEM EBITDA DE 2,0%



## PROPAGANDA

MÉDICA

de 100 para 300

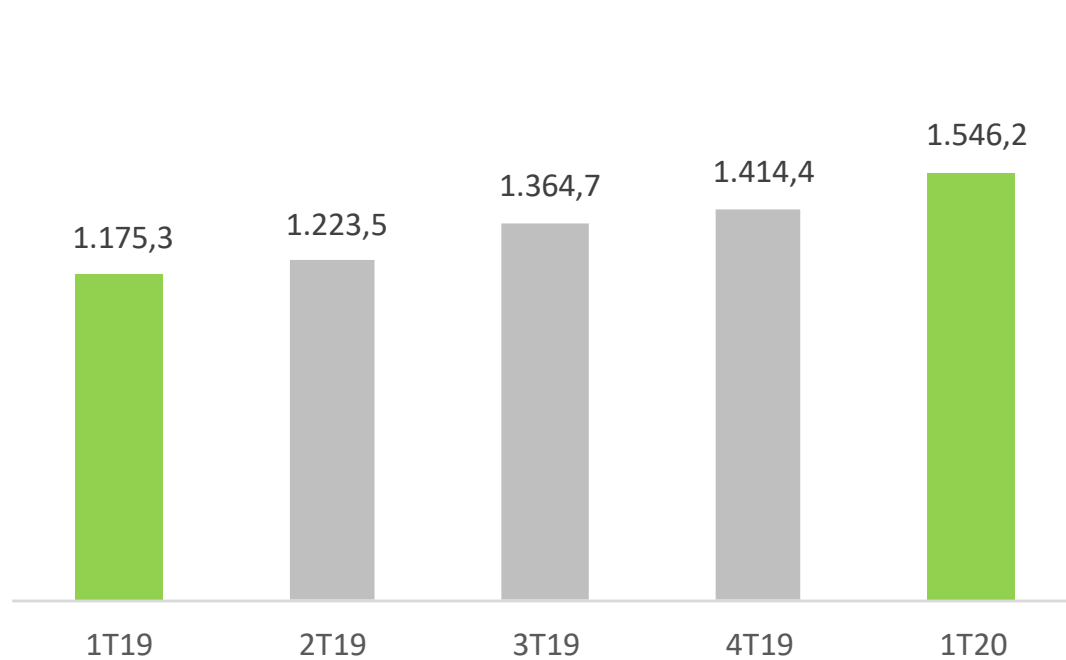
colaboradores

# DISTRIBUIÇÃO



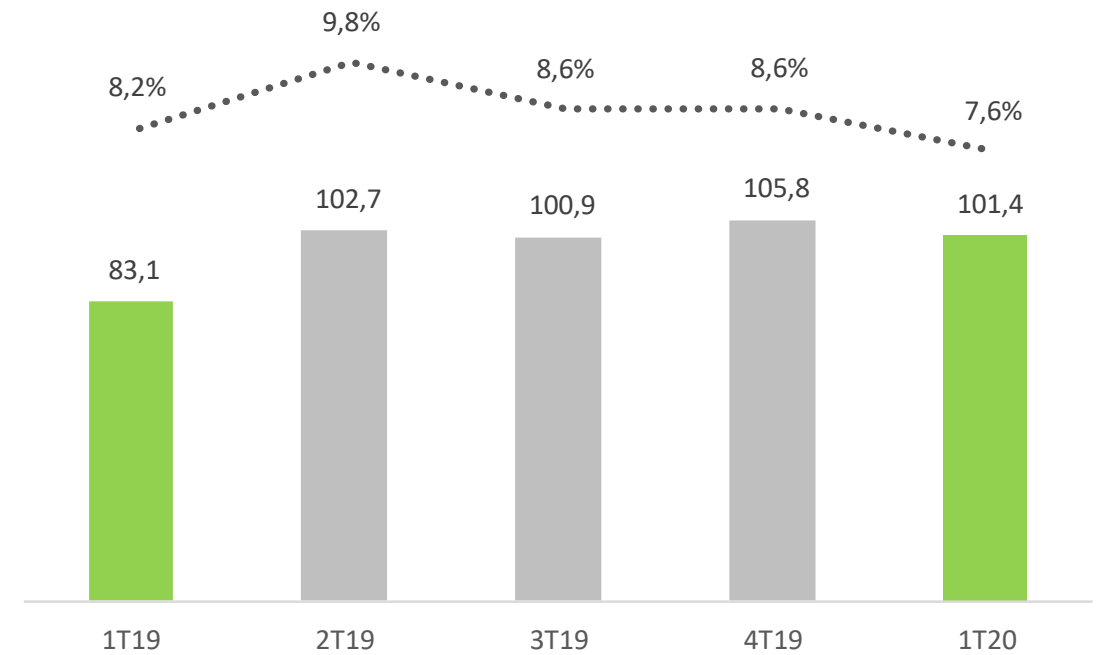
## RECEITA BRUTA

(R\$ milhões)



## LUCRO BRUTO

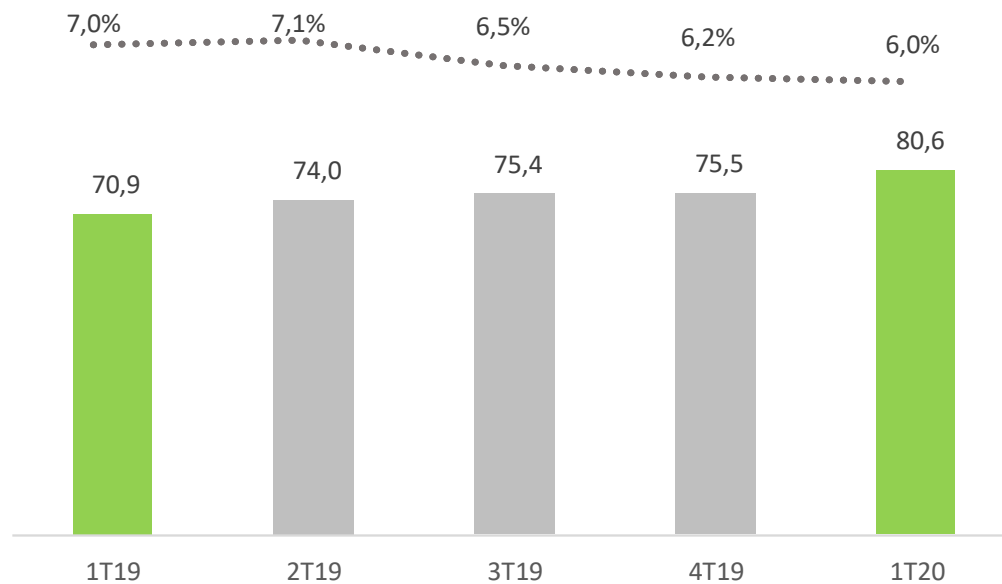
(R\$ milhões e % Receita Líquida)





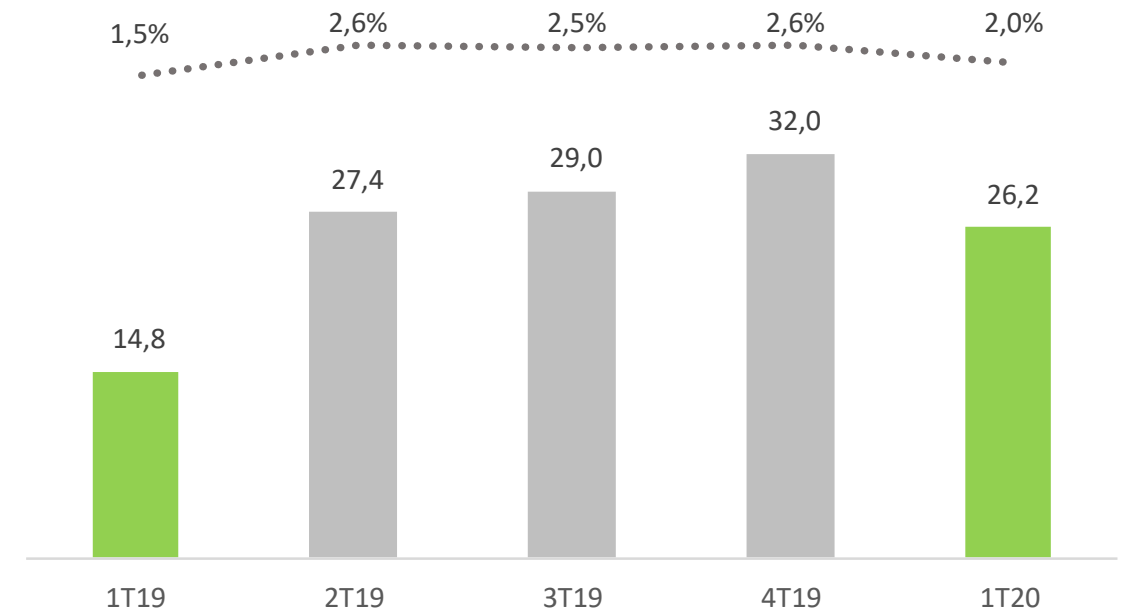
## DESPESAS OPERACIONAIS SG&A

(R\$ milhões e % Receita Líquida)



## EBITDA

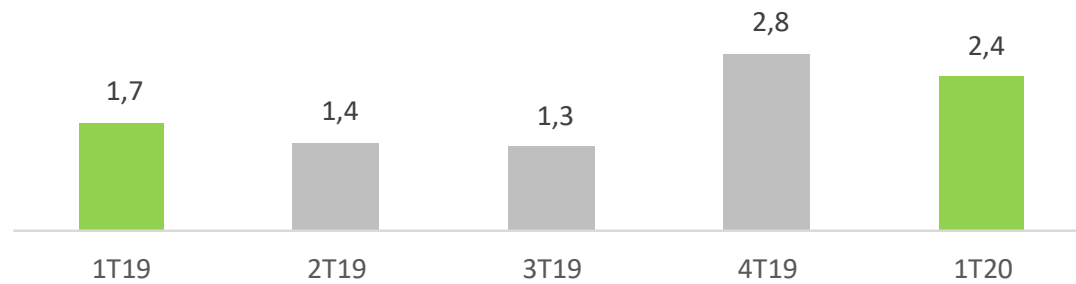
(R\$ milhões e % Receita Líquida)



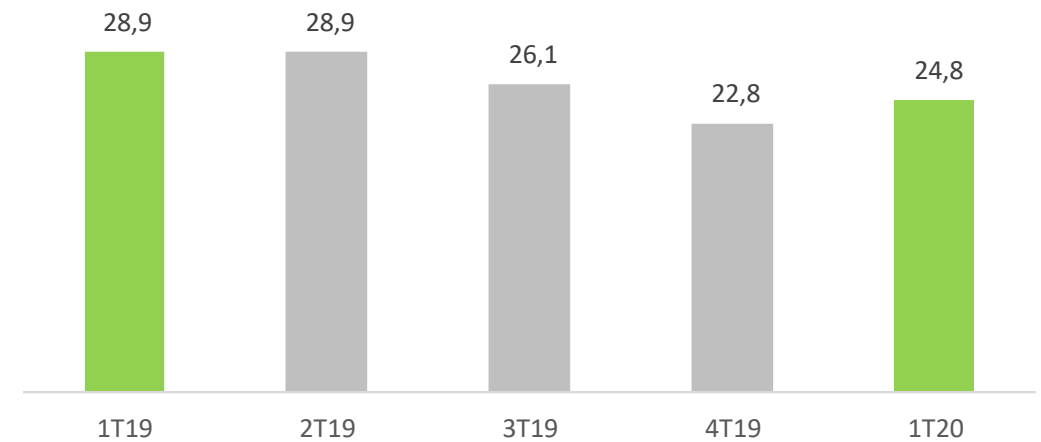
# DISTRIBUIÇÃO



## CAPEX (R\$ milhões)



## CICLO DE CAIXA (Dias)



# VAREJO

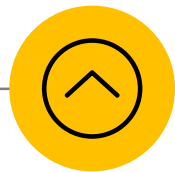
1T20 X 1T19



**CRESCIMENTO**  
DA RECEITA BRUTA EM  
3,0%  
**R\$ 300,5 mi**



**MARGEM BRUTA**  
DE  
**28,6%**  
0,7 p.p. maior



**CRESCIMENTO**  
DO EBITDA  
10%  
**R\$ 19,3 mi**  
MARGEM EBITDA DE 6,4%



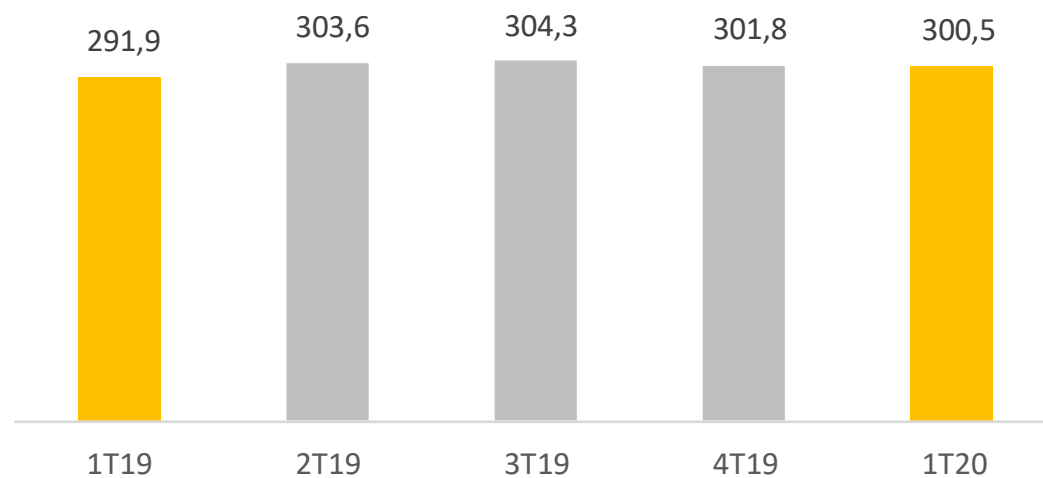
**VENDAS DELIVERY**  
ATINGEM  
**12%**  
DA RECEITA NA ÚLTIMA  
SEMANA DE MARÇO





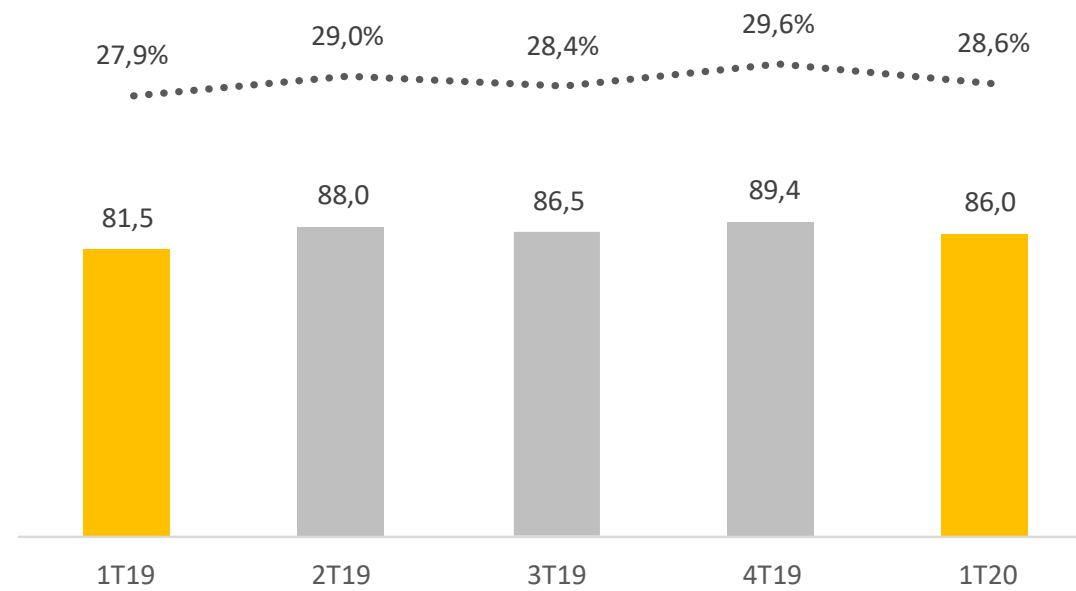
## RECEITA BRUTA

(R\$ milhões)



## LUCRO BRUTO

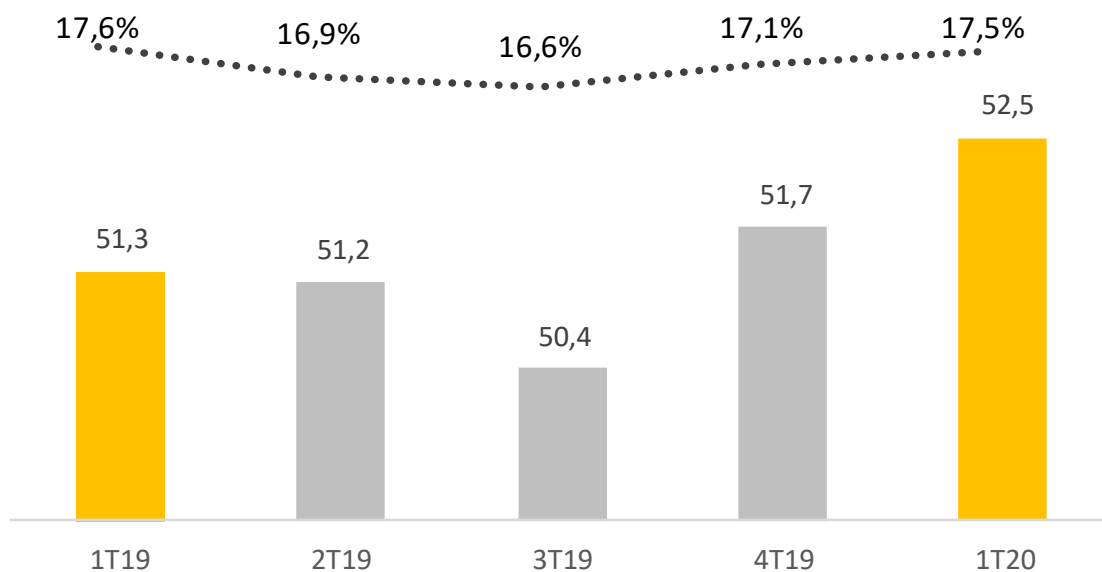
(R\$ milhões e % Receita Bruta)





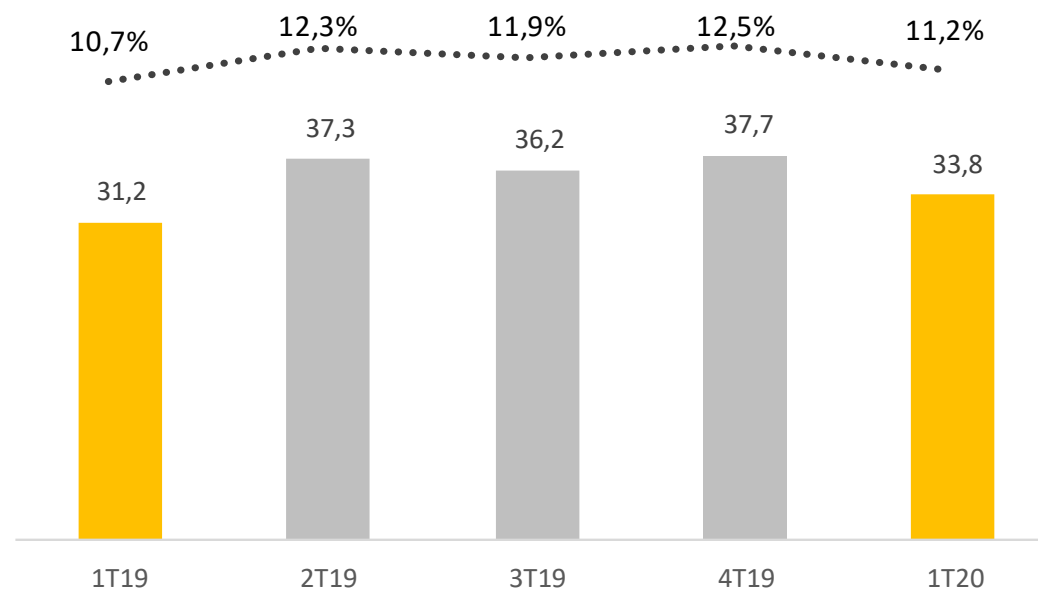
## DESPESAS DAS LOJAS

(R\$ milhões e % Receita Bruta)



## MARGEM DE CONTRIBUIÇÃO

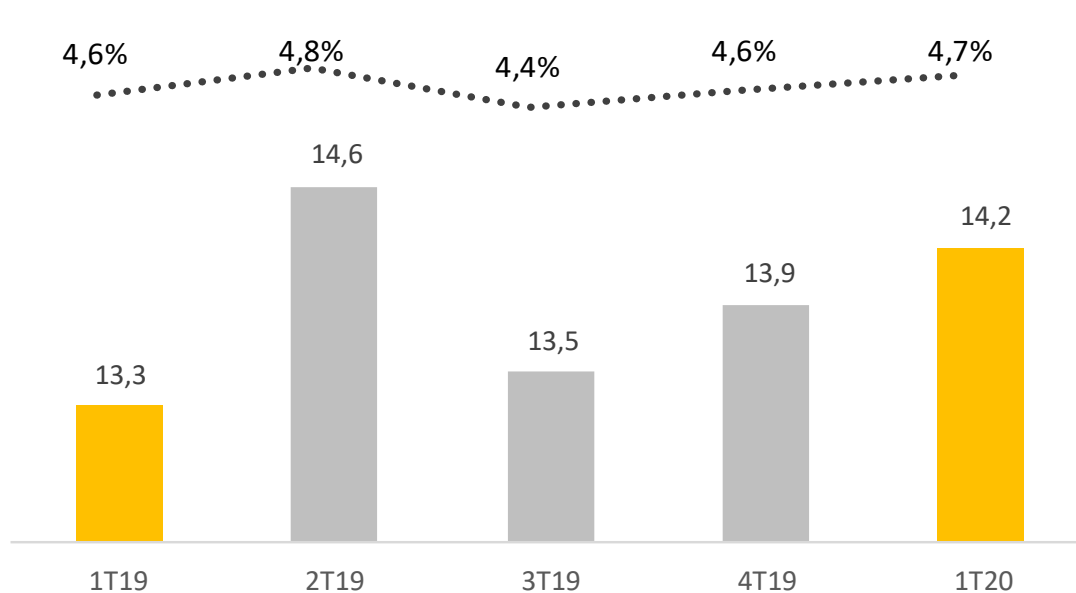
(R\$ milhões e % Receita Bruta)





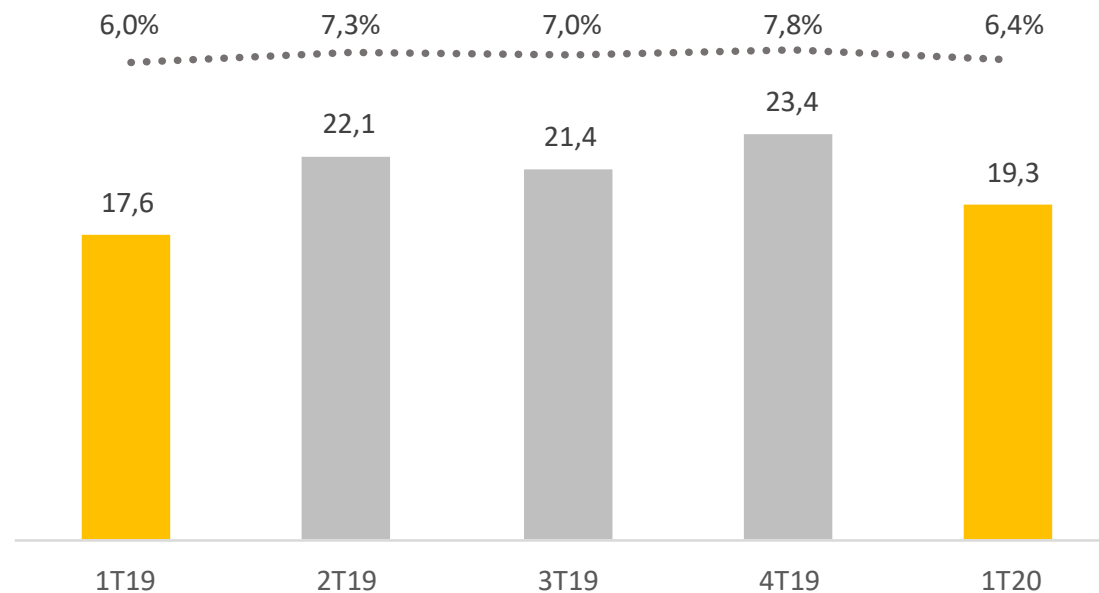
## DESPESAS CORPORATIVAS

(R\$ milhões e % Receita Bruta)



## EBITDA

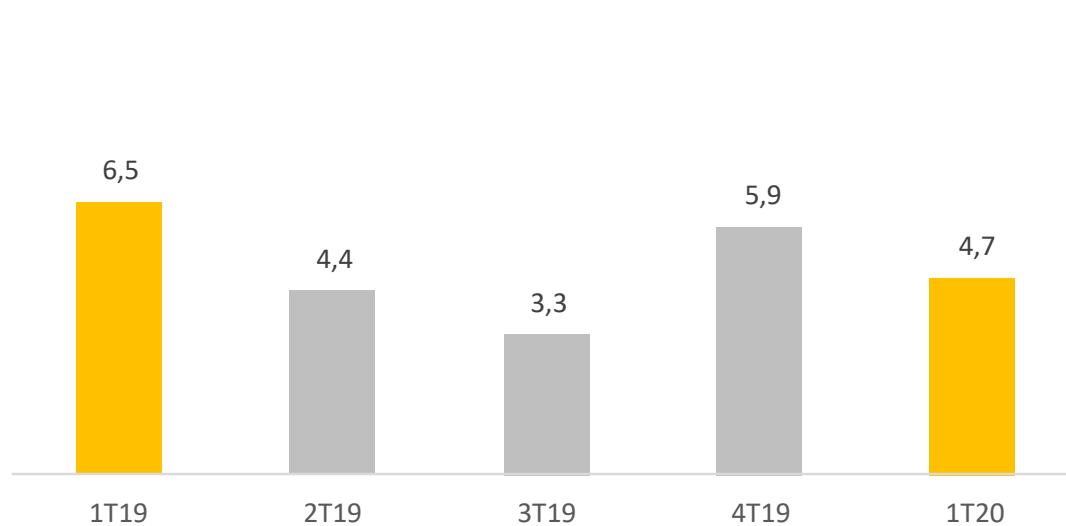
(R\$ milhões e % Receita Bruta)



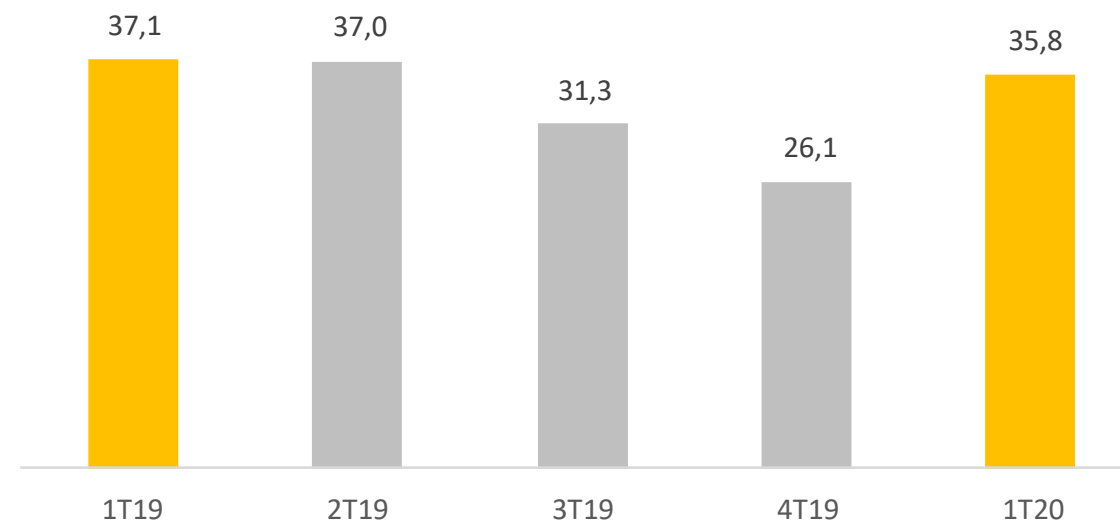




## CAPEX (R\$ milhões)



## CICLO DE CAIXA (Dias)





MOVIDOS  
POR MAIS,  
PRONTOS  
PARA MAIS.





# EARNINGS RELEASE 1Q20

# PROFARMA GROUP | CONSOLIDATED



1Q20 X 1Q19

**GROWTH** OF  
GROSS REVENUE

27.4%

**R\$ 1.6 bn**

GROSS MARGIN OF 13.3%



**INCREASE**

IN EBITDA

41.8%

**R\$ 46.3 M**



**IMPROVEMENT**

IN CASH CYCLE

**5.0 days**



**DILUTION**  
OF **SG&A EXPENSES**

**1.8 p.p.**

10,5%  
NET REVENUE



**REDUCTION**

NET DEBT / EBITDA

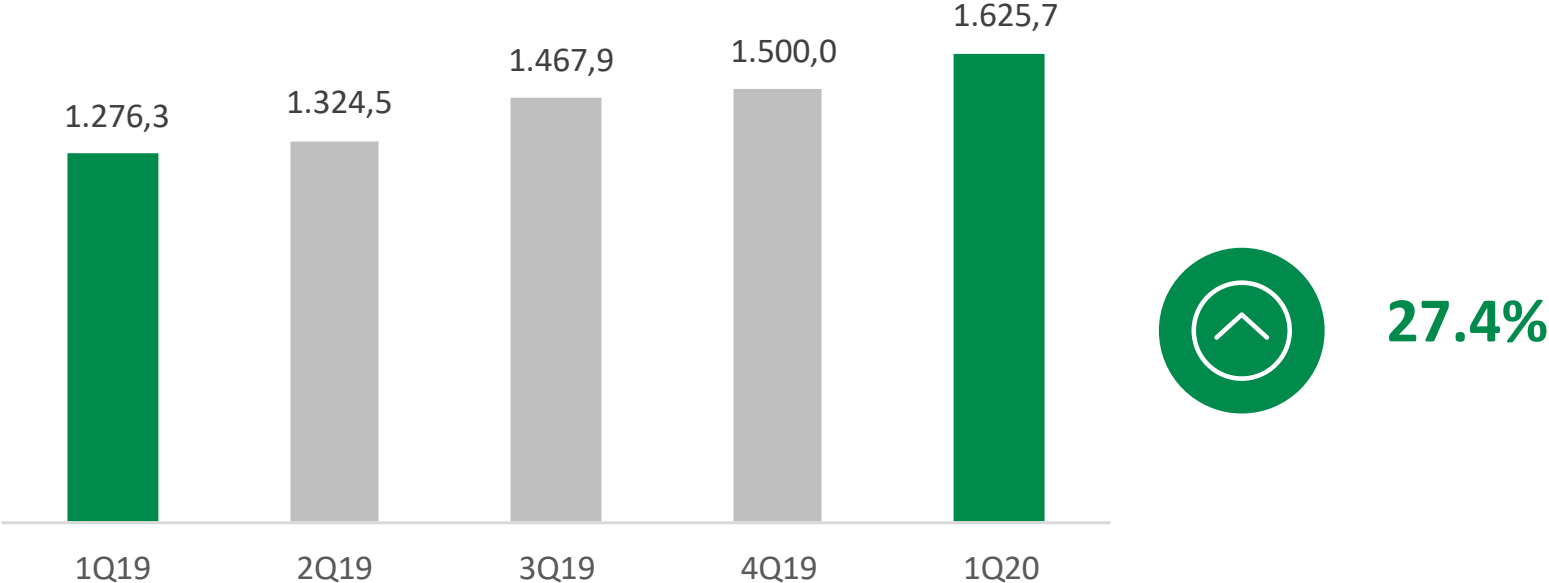
**3,2x to 2,7x**





**GROSS REVENUE**

(R\$ million)

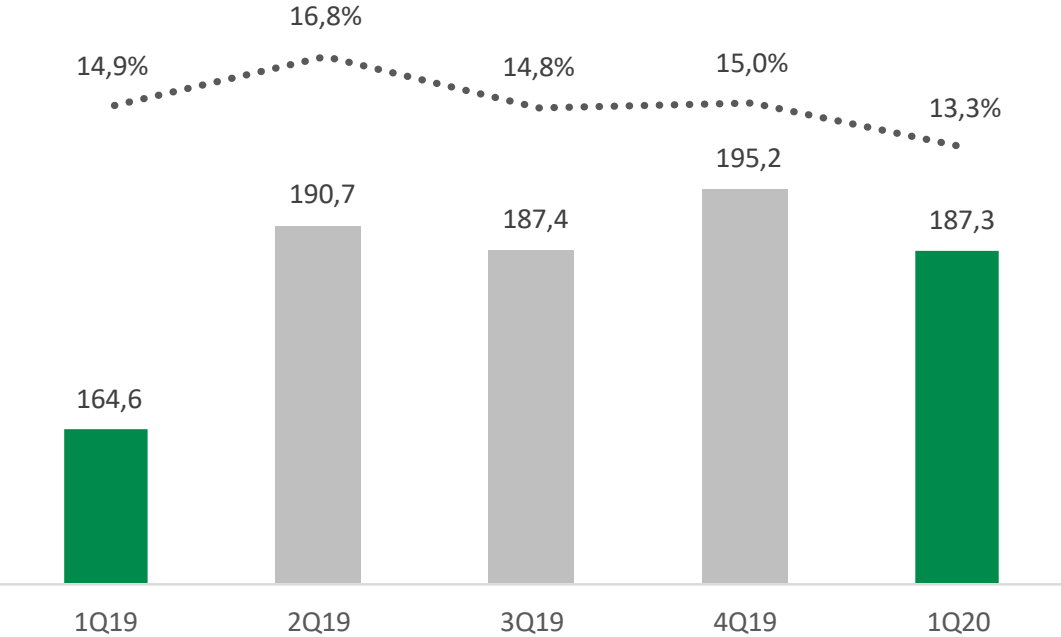


\* All numbers are presented under the IFRS16



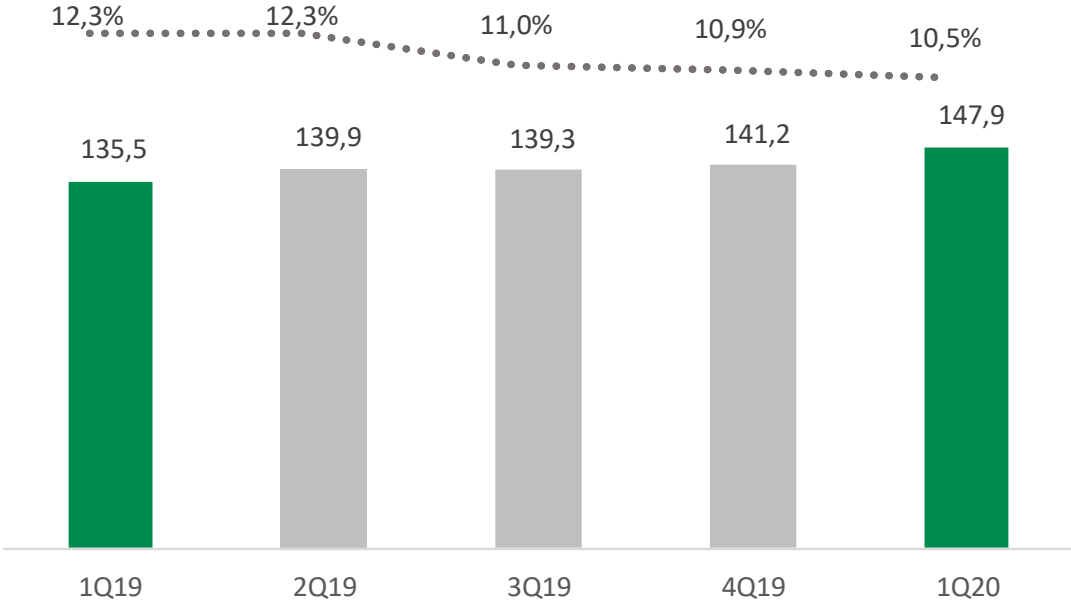
## GROSS PROFIT

(R\$ million and % Net Revenue)



## OPERATIONAL EXPENSES SG&A

(R\$ million and % Net Revenue)

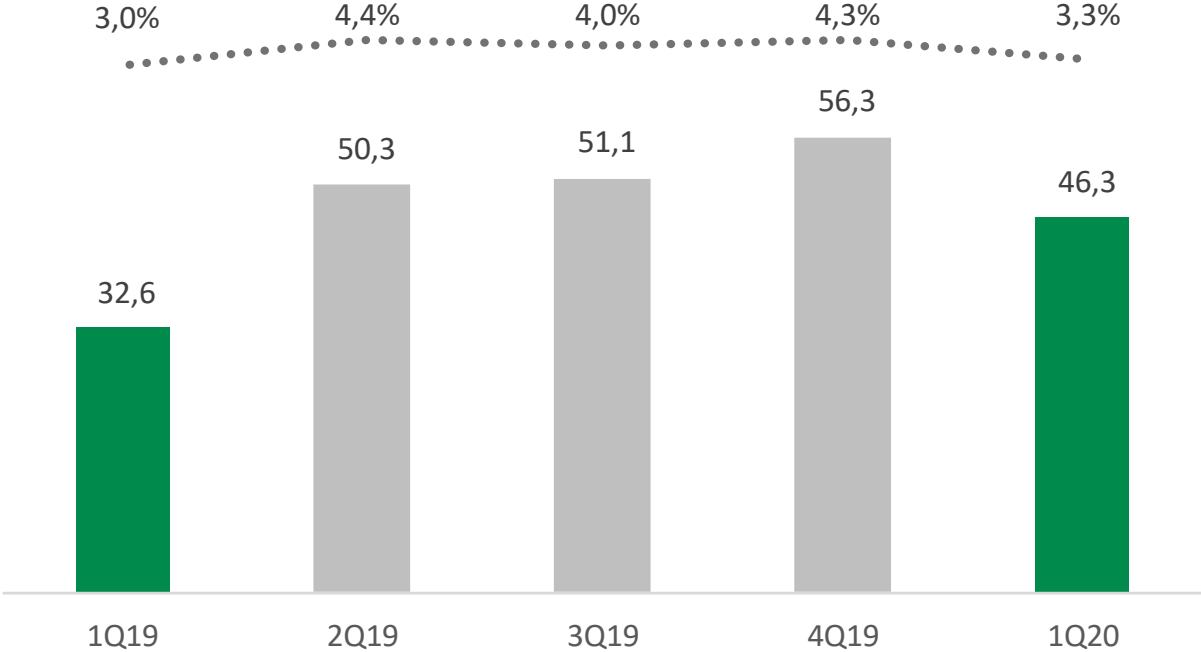


\* All numbers are presented under the IFRS16



## EBITDA

(R\$ million and % Net Revenue)

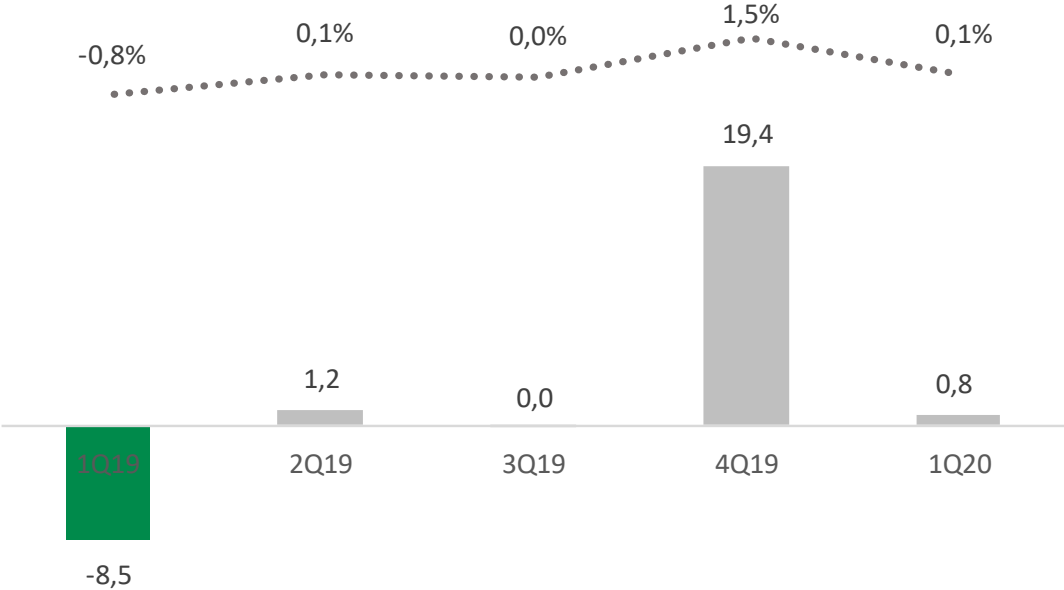


\* All numbers are presented under the IFRS16



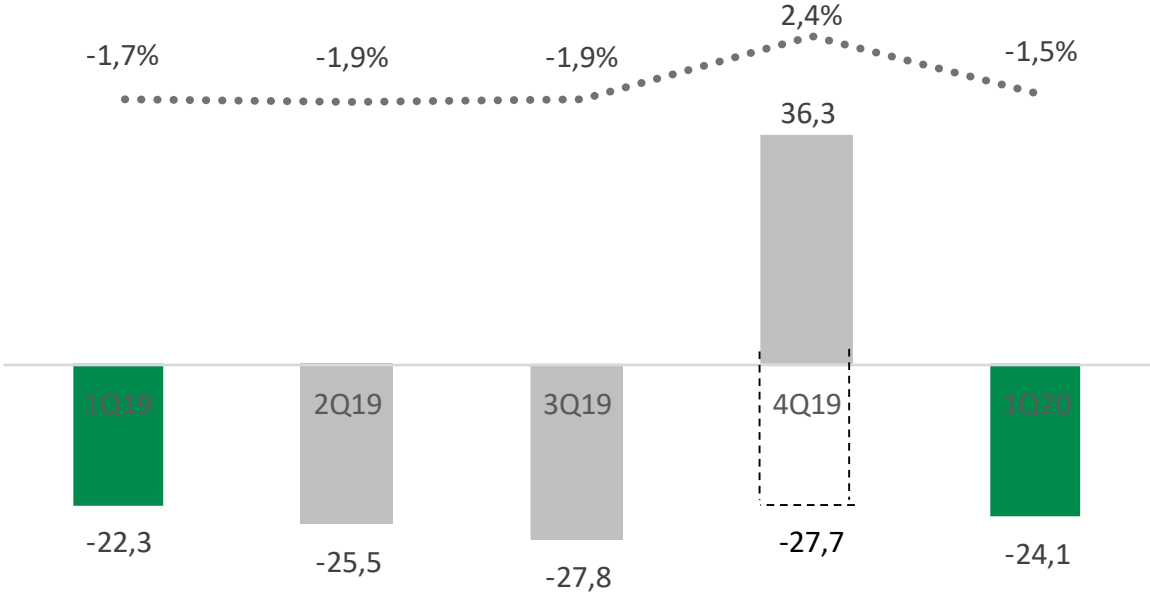
## NET INCOME

(R\$ million and % Net Revenue)



## FINANCIAL RESULT

(R\$ million and % Net Revenue)



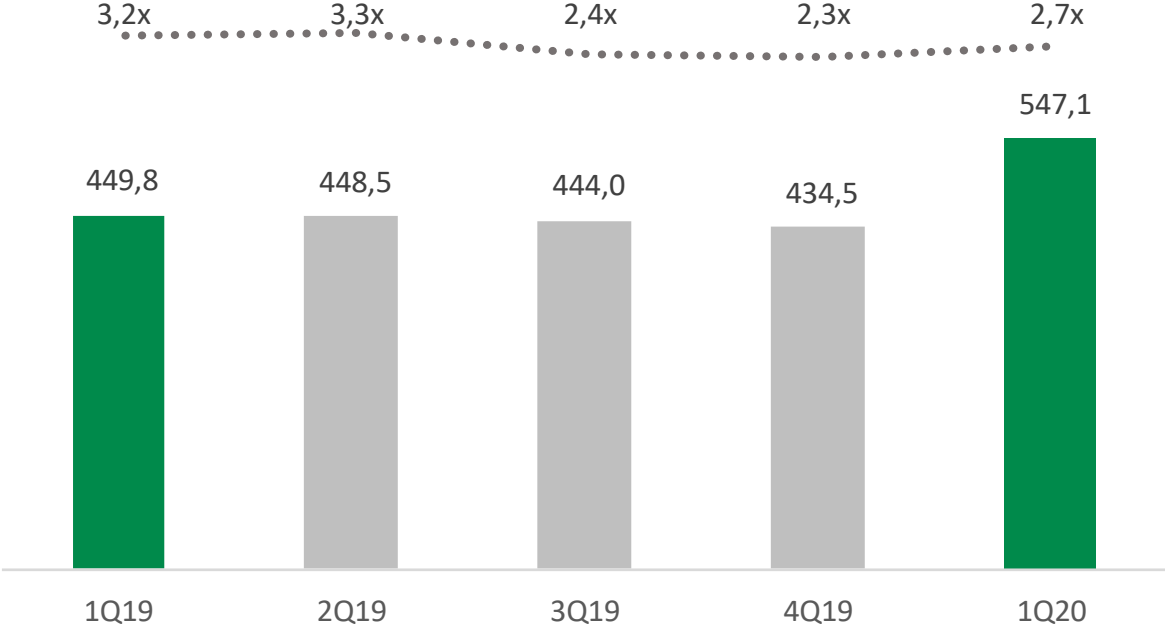
\* All numbers are presented under the IFRS16





## NET DEBT AND NET DEBT / EBITDA

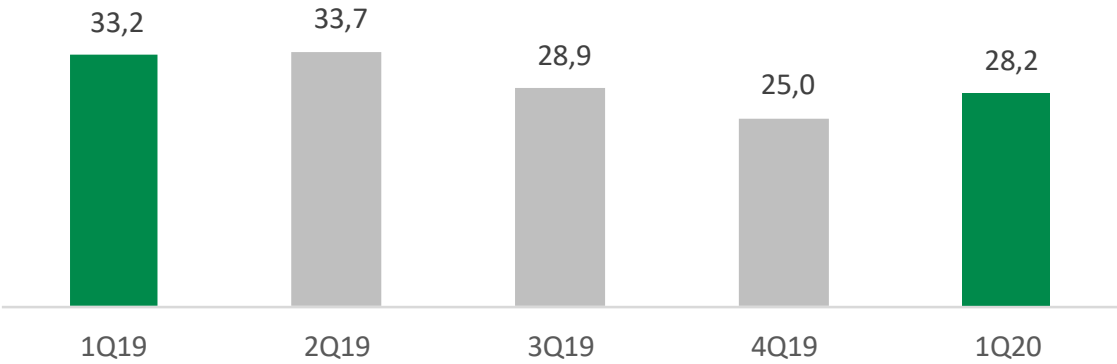
(R\$ million)



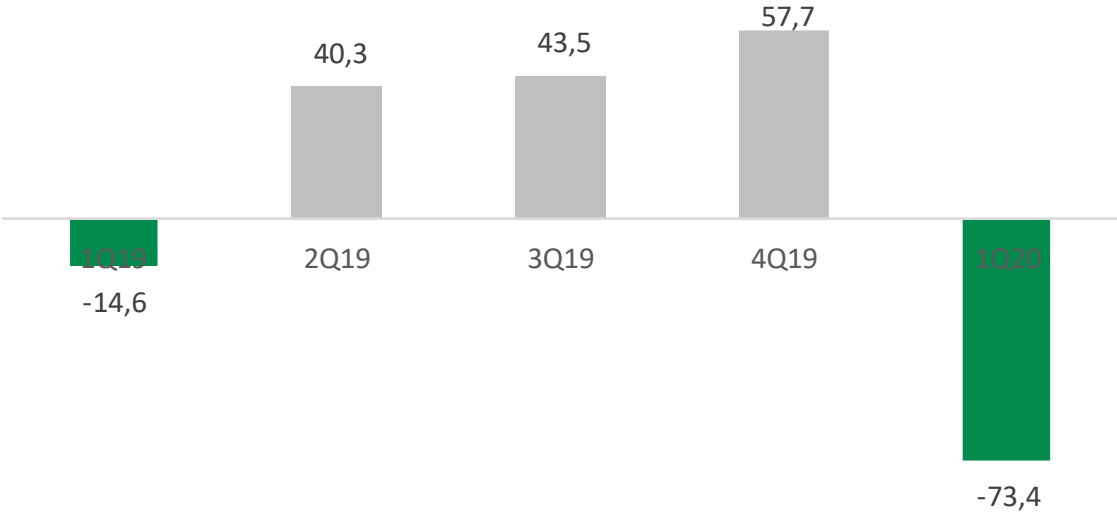
\* All numbers are presented under the IFRS16



## CASH CYCLE (Days)



## CASH GENERATED FROM OPERATIONS (R\$ million)



\* All numbers are presented under the IFRS16

# DISTRIBUTION

1Q20 X 1Q19



**GROWTH** OF  
GROSS REVENUE IN  
31.6%  
**R\$ 1.5 bn**



**INCREASE** IN  
GROSS PROFIT  
22.0%  
**R\$ 101.4 M**



**INCREASE** IN  
EBITDA  
76.9%  
**R\$ 26.2 M**  
EBITDA MARGIN OF 2.0%



**MEDICAL**  
**ADVERTISEMENT**  
from 100 to 300  
employees

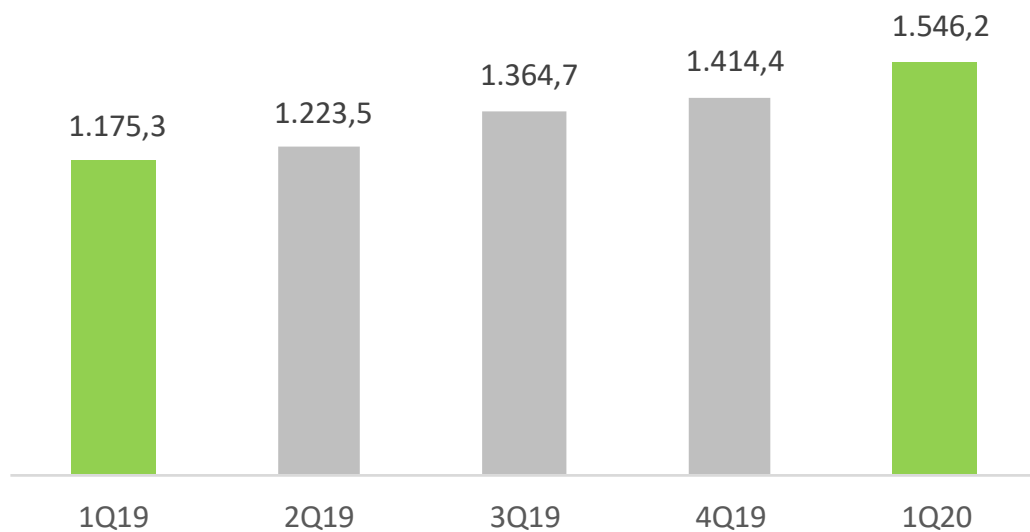


# DISTRIBUTION



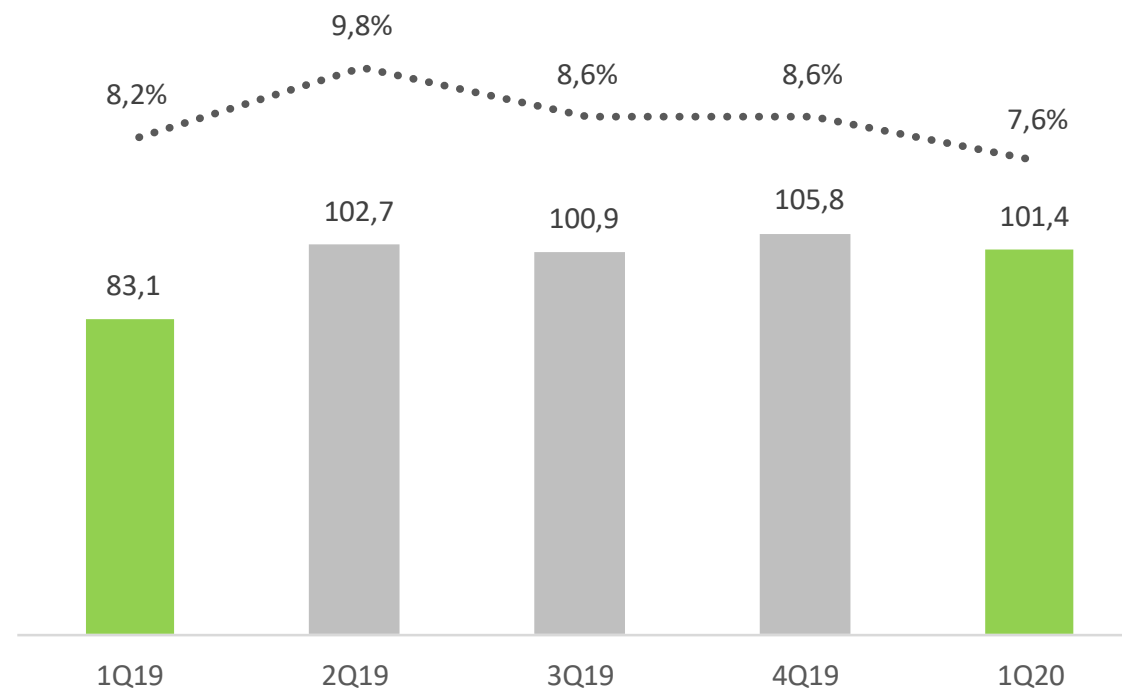
## GROSS REVENUE

(R\$ million)



## GROSS PROFIT

(R\$ million and % Net Revenue)



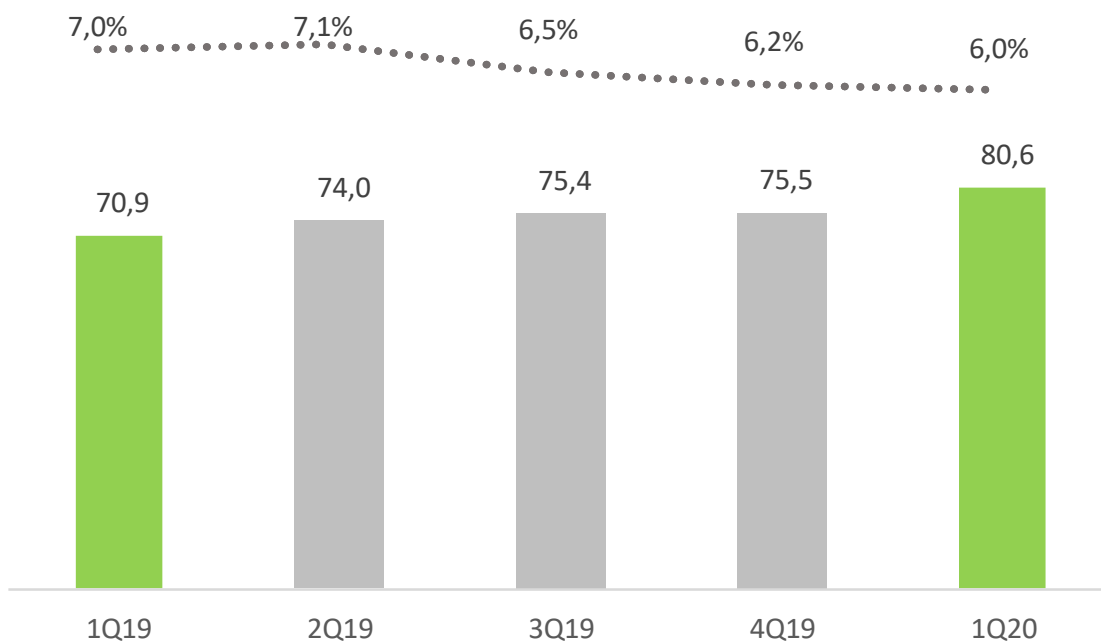
\* All numbers are presented under the IFRS16

# DISTRIBUTION



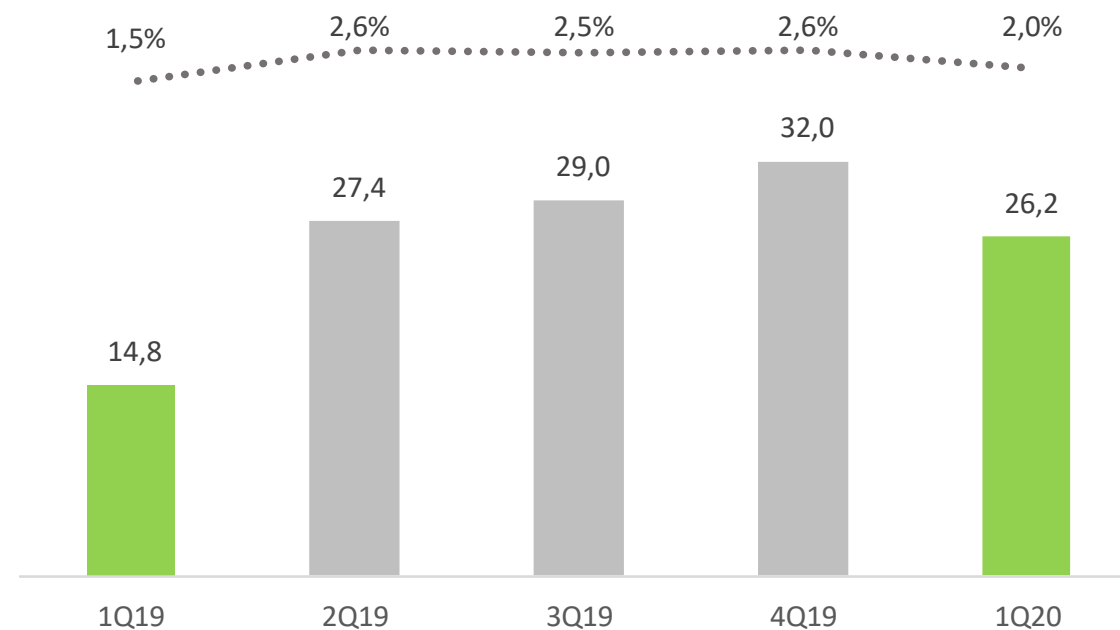
## OPERATIONAL EXPENSES SG&A

(R\$ million and % Net Revenue)



## EBITDA

(R\$ million and % Net Revenue)

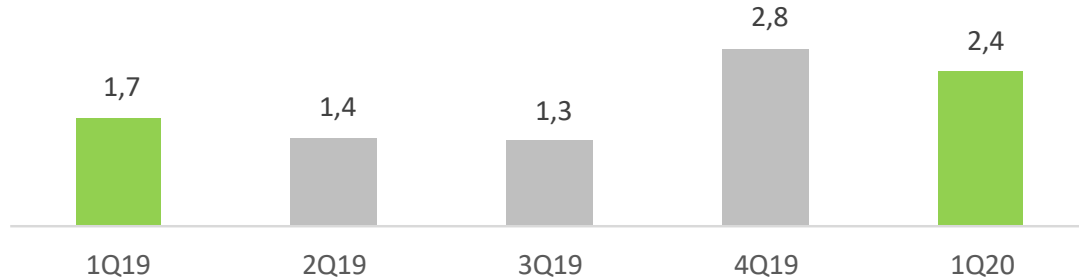


\* All numbers are presented under the IFRS16

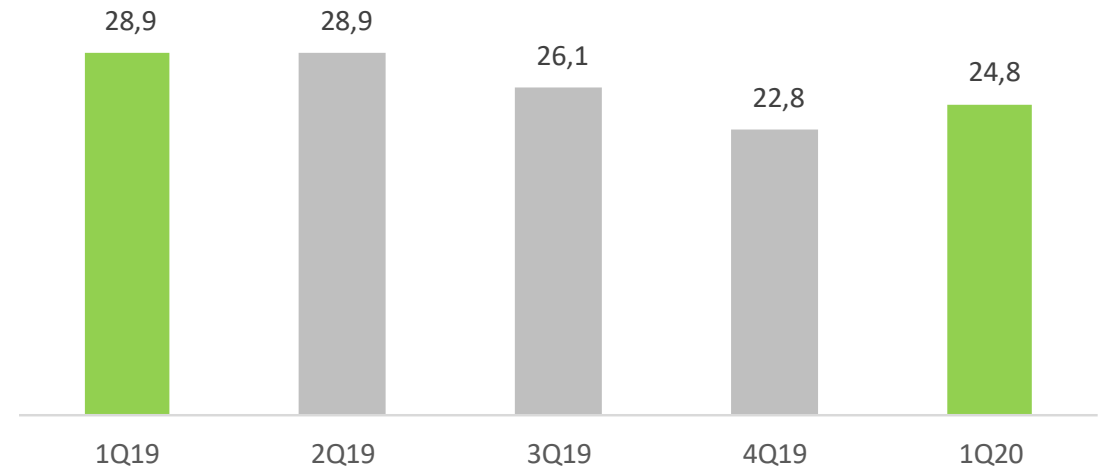
# DISTRIBUTION



## CAPEX (R\$ million)



## CASH CYCLE (Days)



# RETAIL

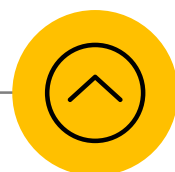
1Q20 X 1Q19



**INCREASE**  
IN GROSS REVENUE  
3.0%  
**R\$ 300.5 mi**



**GROSS MARGIN**  
OF  
**28.6%**  
0,7 p.p. higher



**INCREASE**  
IN EBITDA  
10%  
**R\$ 19.3 mi**  
EBITDA MARGIN OF 6.4%



**DELIVERY SALES**  
REACHES  
**12.0%**  
REVENUE

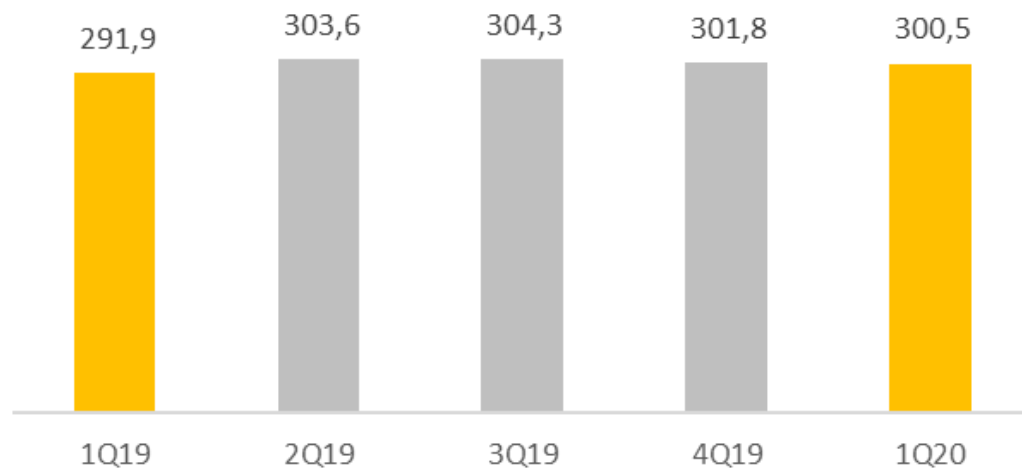


# RETAIL



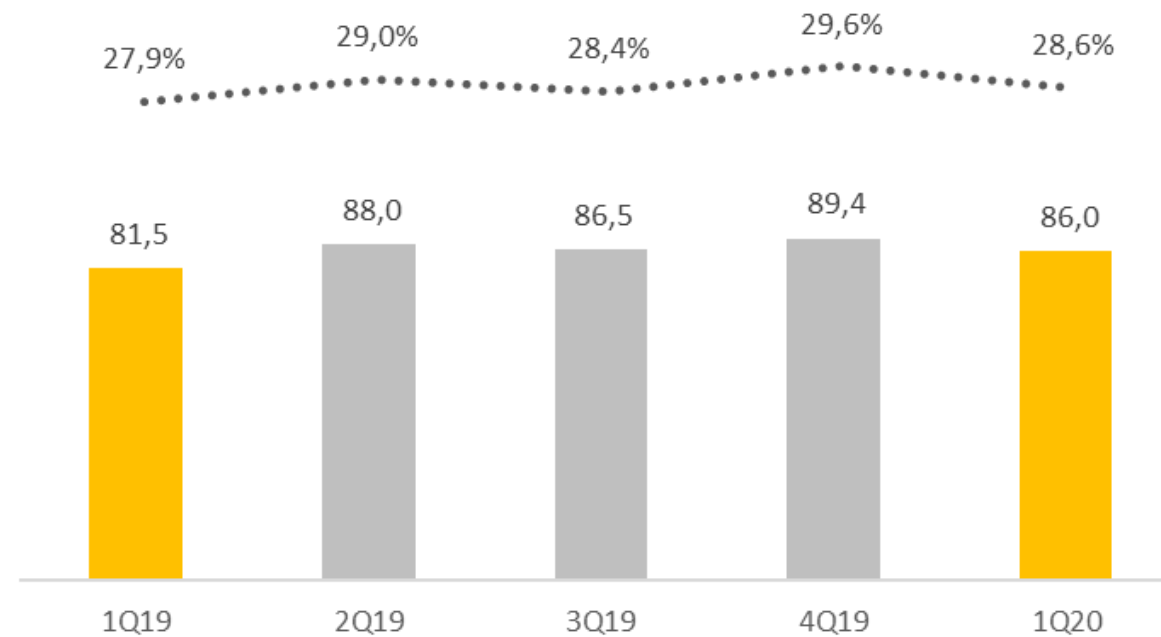
## GROSS REVENUE

(R\$ million)



## GROSS PROFIT

(R\$ million and % Gross Revenue)

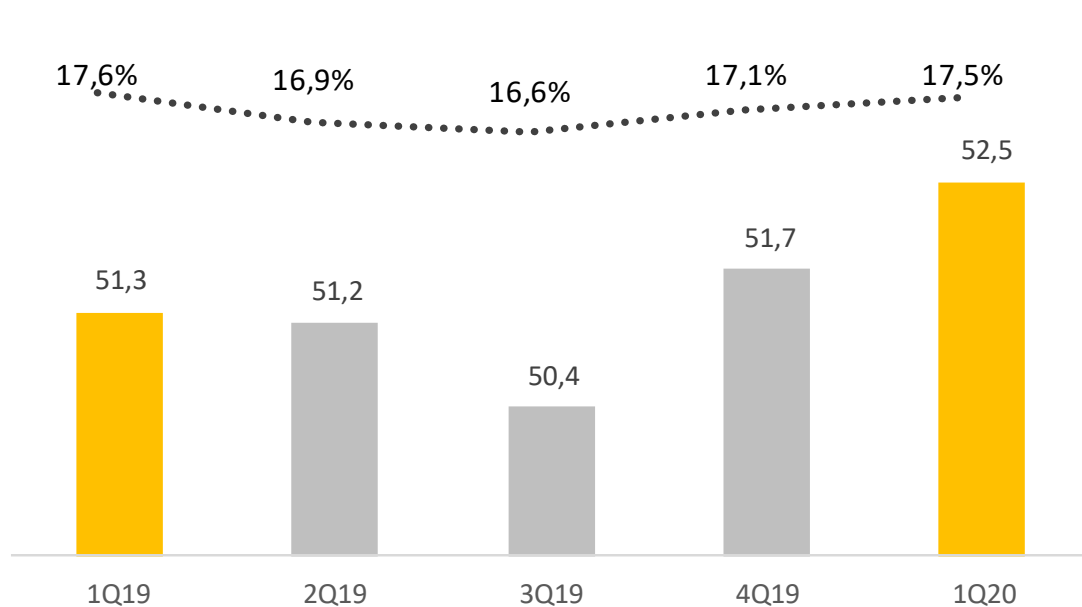






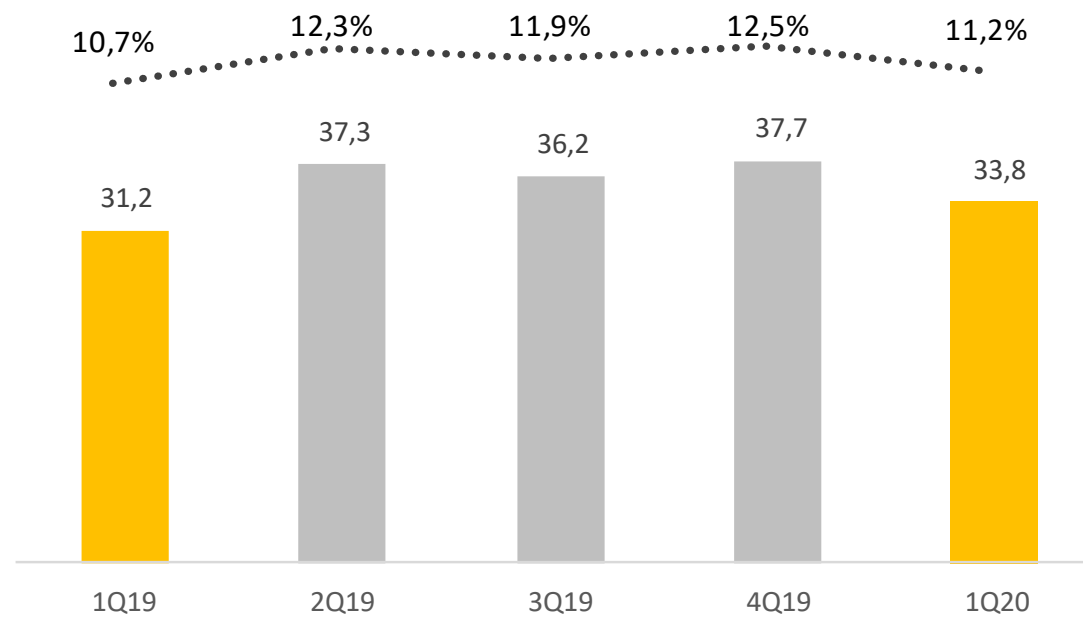
## STORE EXPENSES

(R\$ million and % Gross Revenue)



## CONTRIBUTION MARGIN

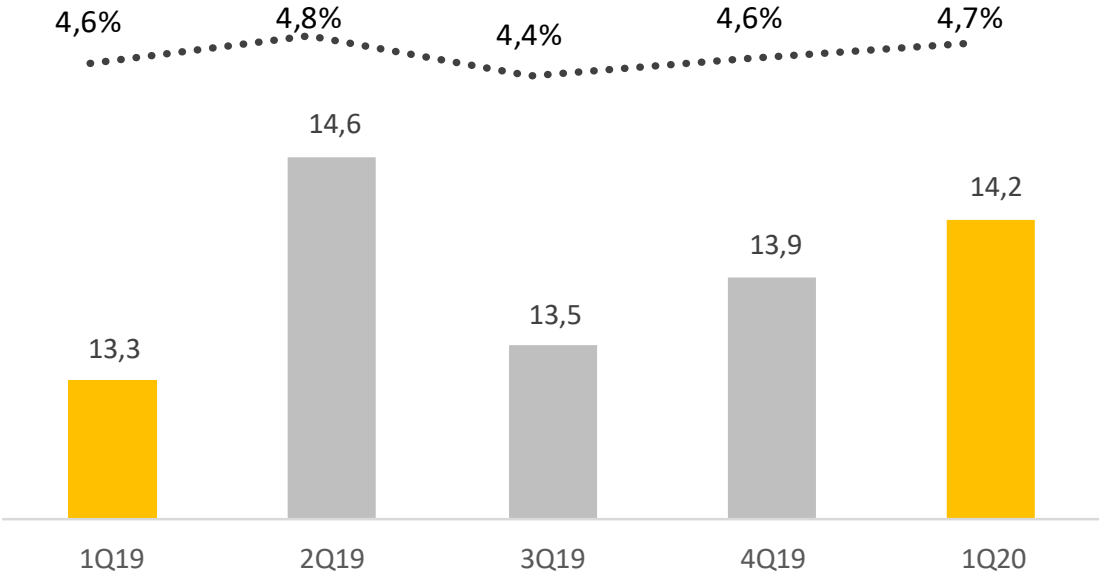
(R\$ million and % Gross Revenue)





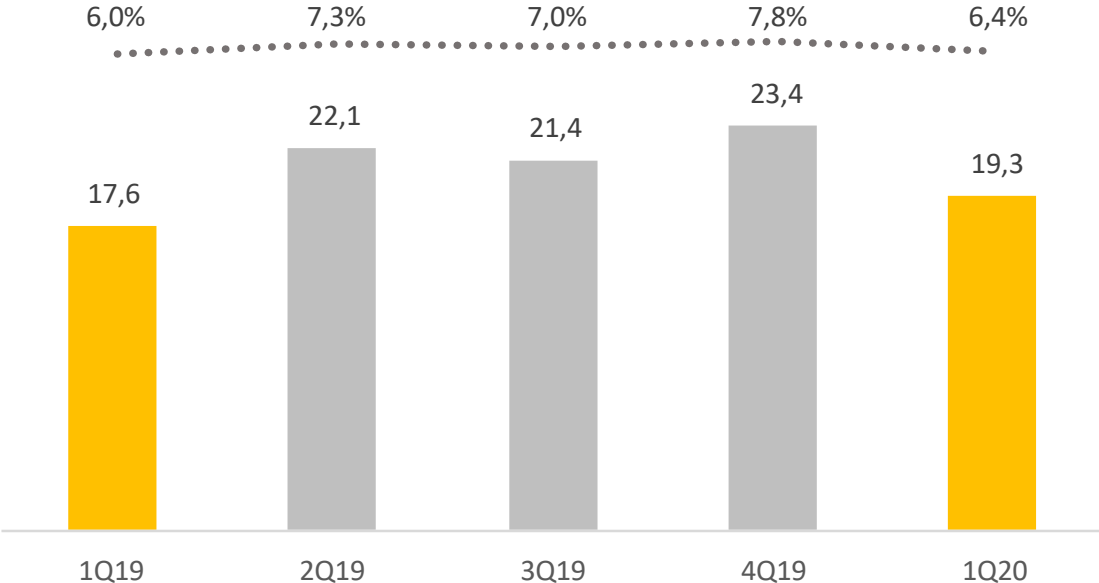
## CORPORATE EXPENSES

(R\$ million and % Gross Revenue)



## EBITDA

(R\$ million and % Gross Revenue)

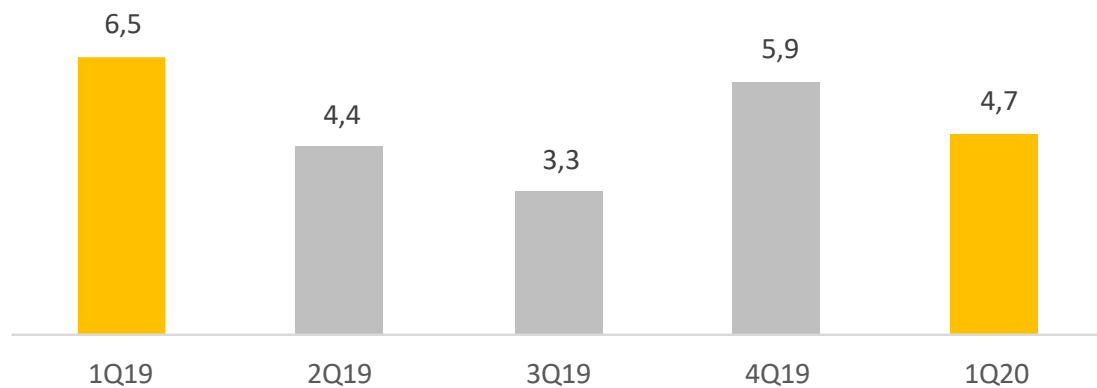


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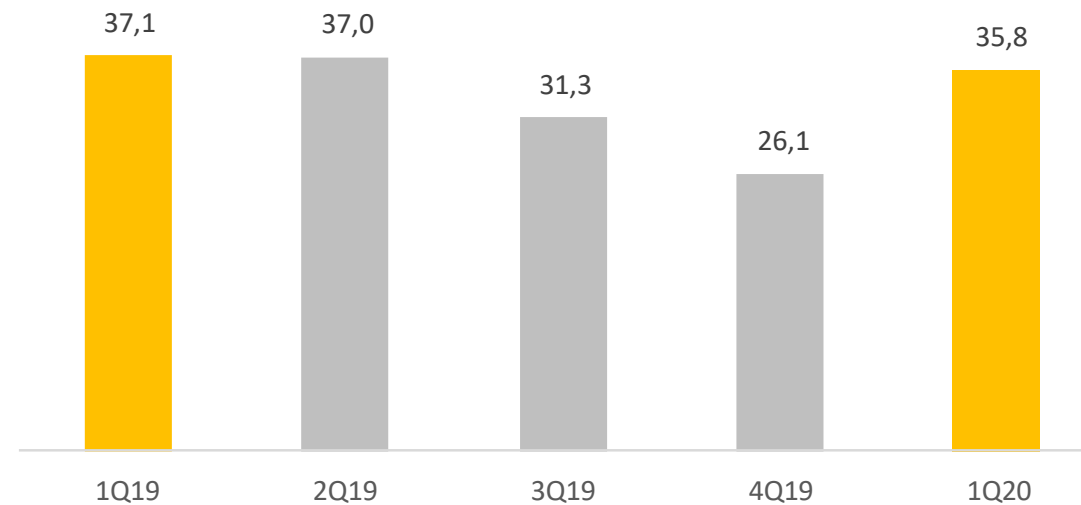
# RETAIL



## CAPEX (R\$ million)



## CASH CYCLE (Days)



\* All numbers are presented under the IFRS16

