

Blau reaches LTM Net Revenues of R\$ 677 million, the highest of its history

São Paulo, November 09th, 2018 - **Blau Farmacêutica, one of the main Brazilian pharmaceutical companies in the non-retail segment**, announced its consolidated financial statements for the third quarter 2018 (3Q18). This document was prepared based on the financial statements as of September 30th, 2018 of Blau Farmacêutica S.A. which were prepared in accordance with accounting practices adopted in Brazil, include the rules of the *Comissão de Valores Mobiliários (CVM; Securities and Exchange Commission of Brazil)* and the pronouncements of the Brazilian Accounting Pronouncement Committee (CPC). These financial statements are in conformity with the International Financial Reporting Standards - IFRS issued by the International Accounting Standards Board - IASB and were audited by independent auditors in accordance with Brazilian and international auditing standards.

Highlights

- LTM Net Revenues of R\$677 million, **the highest of its history**
- Net Revenues of R\$217 million in 3Q18, **38,9% above previous year and the highest quarter of its history**
- Gross Profit of R\$101 million with 46,7% margin in 3Q18, **58,1% higher and 5,7 p.p. margin raise over the previous year**
- EBITDA of R\$71 million with 32,6% margin in 3Q18, **56,7% higher and 3,7 p.p. margin raise over the previous year**

(R\$ million)	Sept 17 (LTM)		Sept 18 (LTM)		Δ%	Δ p.p.
LTM Net Revenues	616	100,0%	677	100,0%	9,9%	-

	9M17	%NR	9M18	%NR	Δ%	Δ p.p.
Net Revenues	492	100,0%	551	100,0%	12,0%	-
Gross Profit	228	46,3%	234	42,6%	2,9%	-3,7 p.p.
Operational Expenses	(89)	-18,2%	(97)	-17,6%	8,7%	0,5 p.p.
Adjusted EBITDA	163	33,2%	150	27,2%	-8,3%	-6,0 p.p.
Net Income	93	18,9%	80	14,5%	-13,6%	-4,3 p.p.

	3Q17	%RL	3Q18	%RL	Δ%	Δ p.p.
Net Revenues	156	100,0%	217	100,0%	38,9%	-
Gross Profit	64	41,1%	101	46,7%	58,1%	5,7 p.p.
Operational Expenses	(26)	-16,5%	(36)	-16,6%	40,1%	-0,1 p.p.
Adjusted EBITDA	45	28,9%	71	32,6%	56,7%	3,7 p.p.
Net Income	30	19,5%	42	19,6%	39,3%	0,1 p.p.

IR Team

Douglas Rodrigues

CFO & IRO

Renato Braun

Head of Investor Relations

Priscilla Scherer

Investor Relations Analyst

Site: ir.blau.com

Email: ir@blau.com

Ph.: +55 (11) 4615-9413

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About Blau Farmacêutica

Blau Farmacêutica is a 100% Brazilian company with 30 years of operations that has become a multinational in the pharmaceutical sector focused on non-retail market (Hospital and Clinics). It is specialized in the production of highly complex drugs - mostly injectables.

The Company has an extensive line of medicines for hospitals and clinics for its daily routine, such as biologicals, antibiotics, anesthetics, among others. It has a wide sales structure with national and international coverage, and exports its medicines to Latin America and Asia.

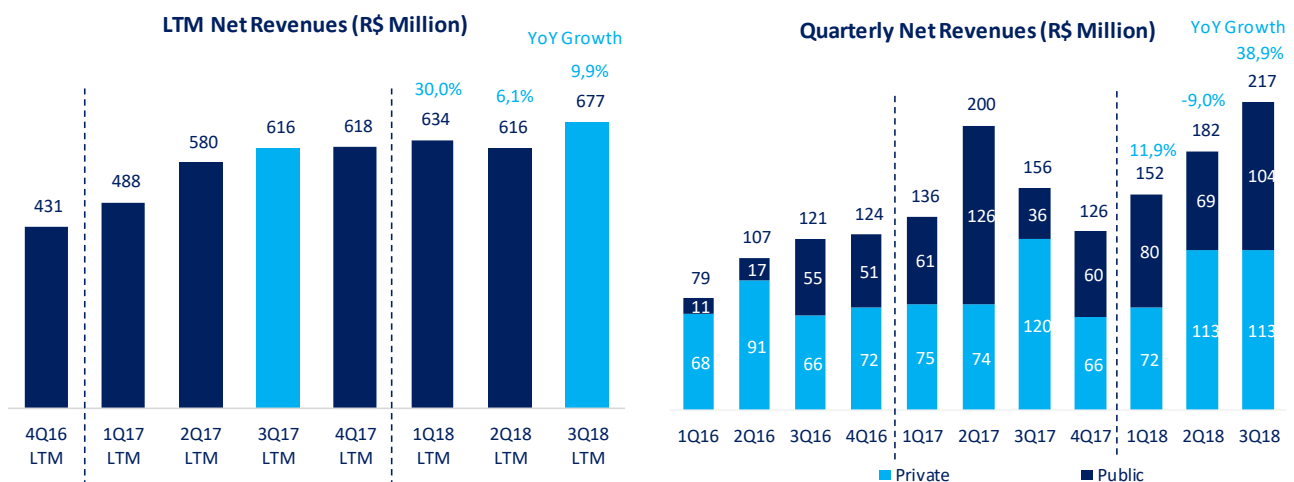
Today, Blau has about 1.160 employees in four manufacturing sites in Brazil and five international subsidiaries in Argentina, Chile, Colombia, Peru and Uruguay, producing and selling medicines with own brands in therapeutic classes as nephrology, hematology, infectiology and oncology.

According to IQVIA in 2017, Blau is the leading company among the domestic companies in Brazilian non-retail market and 8th place including foreign companies.

Management Letter

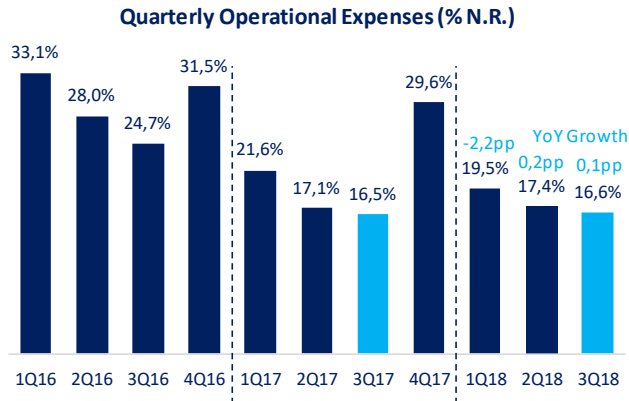
Despite the market uncertainties due to federal elections, Blau Farmacêutica reached positive results on several fronts at the end of the third quarter 2018.

About our financial performance, we reached historical records of revenues in the last 12 months and in the 3rd quarter of this year – R\$677 million (LTM) and R\$217 million (3Q18), representing increases of 9,9% (LTM) and 38,9% (3Q18) over the same period of previous year. This performance was driven mainly by price and volumes of products sold.



Accumulated gross profit up to the end of September increased 2,9% over last year and its margin decreased 3,7 p.p. by pressure of product mix (as we mentioned in the 2Q18 Earnings Release) and pressure on costs by Fx depreciation. When we look at the gross profit for the third quarter of this year, it increased 58,1% and its margin raised 5,7 p.p., due to price increases in products sold that offset cost pressures. It's worth to mention that raw materials that entered in our inventories during 3Q18 had its cost elevated by a strengthened dollar, however the actual payment of these Fx obligations will probably be paid at lower dollar quotes that generate financial revenues and compensate margin losses occurred during this year.

Our operational expenses continued to be diluted by net revenues growth despite non-recurring expenses such as the IPO and the organizational restructuring at executive level.



EBITDA in the first nine months of this year decreased 8,3% with reduced margin in 6,0 p.p. – impacted by product mix as we mentioned in this letter in the previous quarter –, while for the third quarter presented an increase of 56,7% and margin raise of 3,7 p.p. – due to price increase that we executed in the period.

Finally, 9M18 net profit decreased 13,6%, as mentioned above, due to product mix effect and Fx pressure, while in the 3rd quarter, it increased 39,3% due to price increases. These results were obtained despite the strong turbulence in the economic environment.

Blau is a pharmaceutical company mainly focused in the Non-Retail market. In other words, its medicines are administered mostly by healthcare professionals in patients. The Non-Retail segment is composed of several market niches where the laboratories tend to specialize. Although our market share in the segment is 2,2%¹, when we consider ~60 niches that compose Blau’s addressable market, our share is 30,0%¹. These niches (*i.e.*, addressable market) accounts for 7,3%¹ of the total Non-Retail market.

We continue to invest in R&D as this initiative will significantly expand our market and drive future results (*i.e.* new products in new niches). About this year’s releases, I highlight *Botulim* (Botulinum Toxin), which is already ranked as the 3rd largest in value and as the 21st in units in the last 12 months according to IQVia market research².

We are engaged in the plans for the New Blau with improvements in our processes and controls, and in the expansion of our industrial capacity. I take this opportunity to highlight that we are at the final stages in the process of registration as a publicly-held company at CVM (Brazilian SEC).

As I usually mention, I reinforce our commitment with the market to demonstrate the advances of Blau Farmacêutica. Do not hesitate in contact our Investor Relations team to visit personally our operations or to clarify any question about the Company and our markets.

The contact data of our IR team is on this Earnings Release cover.

Regards,

Marcelo R. Hahn
CEO

¹ IQVia August 2017 MAT (LTM)

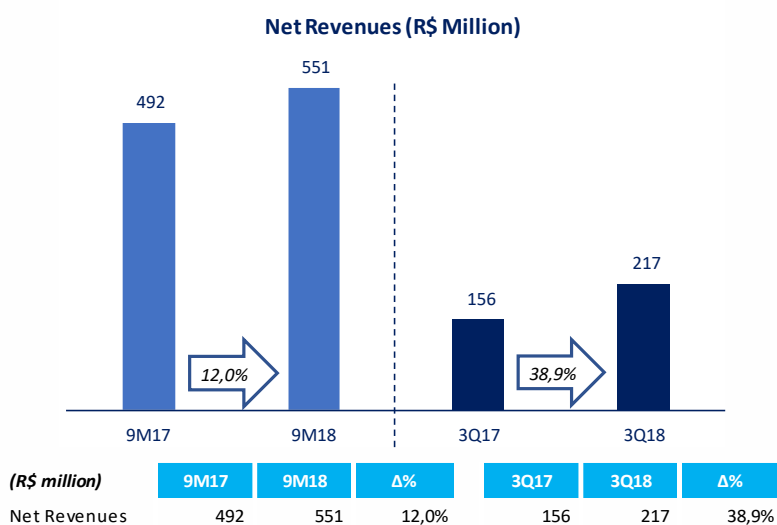
² IQVia Flash NRC (Non Retail Channel); September 2018; Top New Products 12 months – HPP

Operational and Financial Performance

Summarized Income Statement

(R\$ million)	9M17	%NR	9M18	%NR	Δ%	3Q17	%NR	3Q18	%NR	Δ%
Net Revenues	492	100,0%	551	100,0%	12,0%	156	100,0%	217	100,0%	38,9%
COGS	(264)	-53,7%	(316)	-57,4%	19,8%	(92)	-58,9%	(115)	-53,3%	25,4%
Gross Profit	228	46,3%	234	42,6%	2,9%	64	41,1%	101	46,7%	58,1%
Operational Expenses	(89)	-18,2%	(97)	-17,6%	8,7%	(26)	-16,5%	(36)	-16,6%	40,1%
Sales	(23)	-4,6%	(29)	-5,3%	28,5%	(8)	-5,3%	(11)	-5,0%	30,6%
Research & Development	(9)	-1,9%	(10)	-1,7%	0,9%	(3)	-1,7%	(4)	-1,7%	41,4%
General & Administrative	(57)	-11,7%	(59)	-10,6%	2,3%	(15)	-9,5%	(21)	-9,9%	45,2%
Others	6	1,3%	5	1,0%	-17,2%	4	2,8%	3	1,2%	-40,7%
EBIT	145	29,4%	143	25,9%	-1,6%	43	27,4%	68	31,4%	58,8%
Net Financial Expenses	(11)	-2,2%	(26)	-4,7%	142,0%	1	0,7%	(6)	-2,6%	-624,3%
EBT	134	27,2%	117	21,2%	-13,1%	44	28,1%	62	28,8%	42,1%
Income Tax and CSLL	(41)	-8,4%	(36)	-6,6%	-11,7%	(13)	-8,6%	(20)	-9,2%	48,5%
Net Income	93	18,9%	80	14,5%	-13,6%	30	19,5%	42	19,6%	39,3%

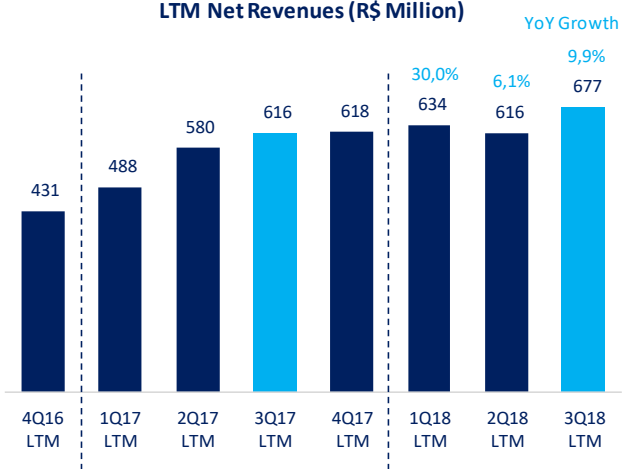
Net Revenues



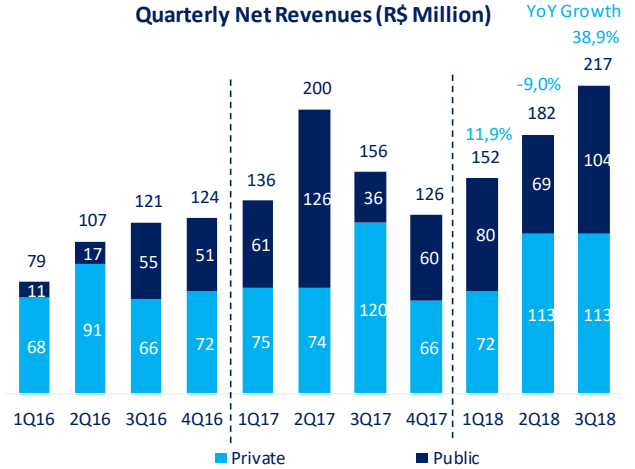
Net revenues in 9M18 increased by 12,0% mainly due to the volume and price growth in Biological and Specialty product lines.

About 3Q18, net revenues increased by 38,9% over the same period of previous year mainly due to the price increase of the products sold.

LTM Net Revenues (R\$ Million)



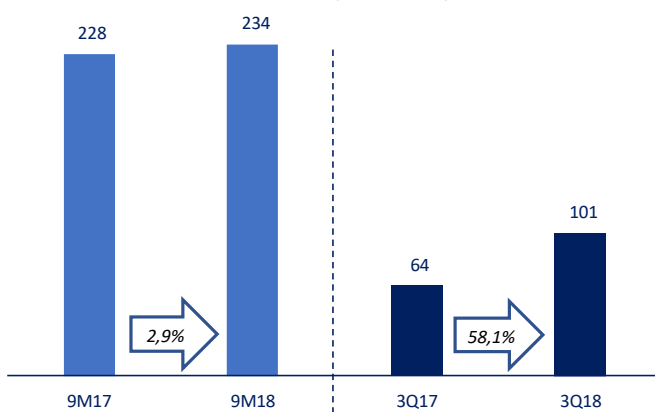
Quarterly Net Revenues (R\$ Million)



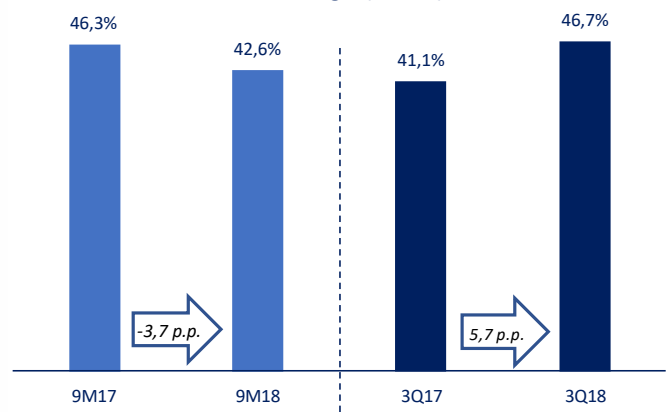
Blau reached its highest historical LTM net revenues in 3Q18, as observed on upper left graph.

Gross Profit

Gross Profit (R\$ Million)



Gross Margin (% N.R.)

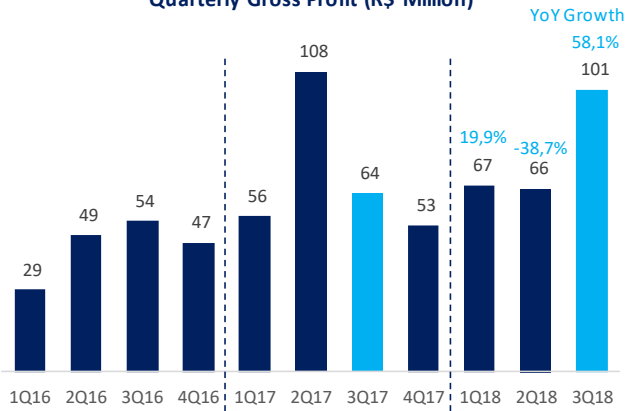


(R\$ million)	9M17	%NR	9M18	%NR	Δ%	3Q17	%NR	3Q18	%NR	Δ%
Gross Profit	228	46,3%	234	42,6%	2,9%	64	41,1%	101	46,7%	58,1%

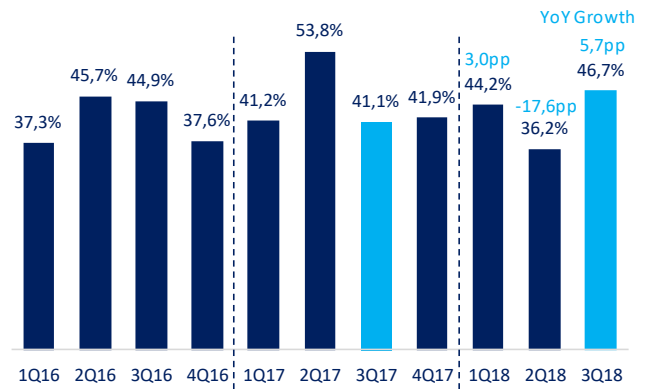
In 9M18, Company's gross profit remained stable over the same period of previous year while its margin decreased 3,7 p.p. due exchange rate devaluation and product mix, partially offset by price and volume increases.

About 3Q18, gross profit increased by 58,1% and 5,7 p.p. mainly due to price increase of the products sold.

Quarterly Gross Profit (R\$ Million)

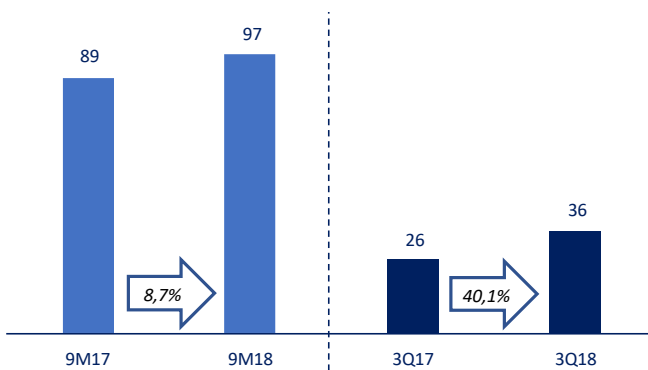


Quarterly Gross Margin (% N.R.)

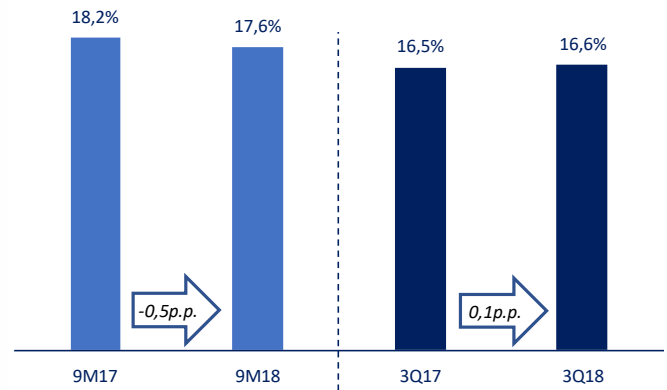


Operational Expenses

Operational Expenses (R\$ Million)



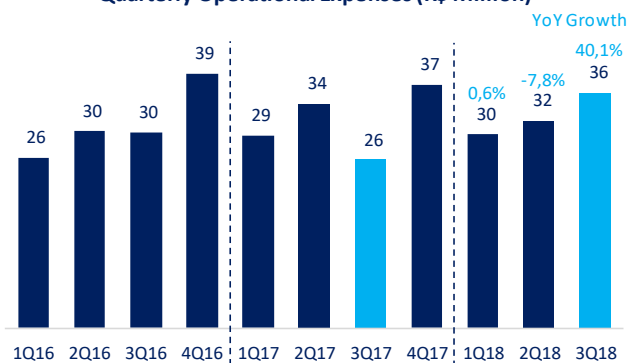
Operational Expenses (% N.R.)



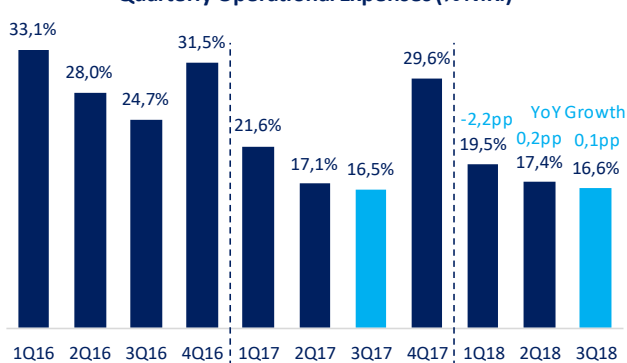
(R\$ million)	9M17	%NR	9M18	%NR	Δ%	3Q17	%NR	3Q18	%NR	Δ%
Operational Expenses	(89)	-18,2%	(97)	-17,6%	8,7%	(26)	-16,5%	(36)	-16,6%	40,1%
Sales	(23)	-4,6%	(29)	-5,3%	28,5%	(8)	-5,3%	(11)	-5,0%	30,6%
R&D	(9)	-1,9%	(10)	-1,7%	0,9%	(3)	-1,7%	(4)	-1,7%	41,4%
General and Administrative	(57)	-11,7%	(59)	-10,6%	2,3%	(15)	-9,5%	(21)	-9,9%	45,2%

Operational expenses in 9M18 presented a small dilution in comparison with the revenues of the same period of previous year while 3Q18 remained stable over net revenues.

Quarterly Operational Expenses (R\$ Million)

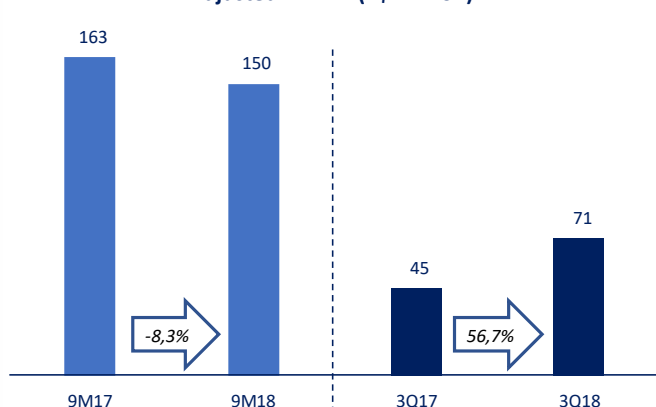


Quarterly Operational Expenses (% N.R.)

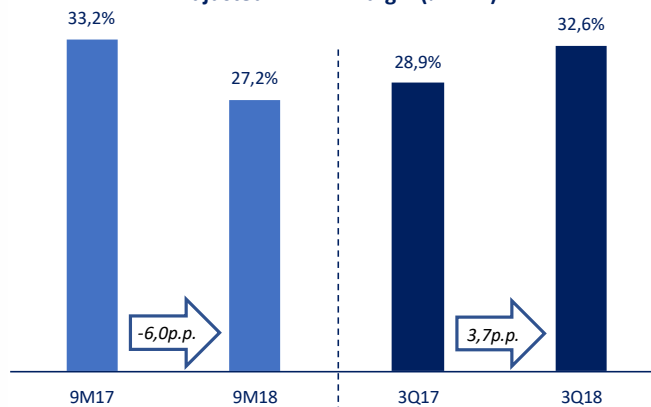


Adjusted EBITDA

Adjusted EBITDA (R\$ Million)



Adjusted EBITDA Margin (% N.R.)



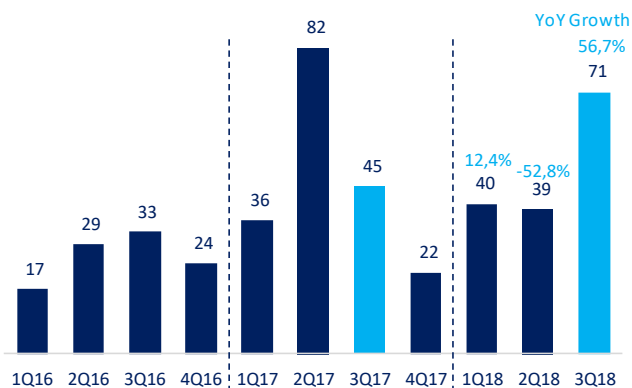
(R\$ million)	9M17	%NR	9M18	%NR	Δ%	3Q17	%NR	3Q18	%NR	Δ%
Net Income	93	18,9%	80	14,5%	-13,6%	30	19,5%	42	19,6%	39,3%
Income Tax and CSLL	41	-8,4%	36	-6,6%	-11,7%	13	-8,6%	20	-9,2%	48,5%
Net Financial Expenses	11	-2,2%	26	-4,7%	142,0%	(1)	0,7%	6	-2,6%	-624,3%
Depreciation and Amortization	7	1,3%	7	1,3%	11,9%	2	1,5%	3	1,2%	16,9%
EBITDA	151	30,8%	150	27,2%	-1,0%	45	28,9%	71	32,6%	56,7%
Non-Recurrent Expenses*	12	2,4%	-	0,0%	-100,0%	-	0,0%	-	0,0%	-
Adjusted EBITDA	163	33,2%	150	27,2%	-8,3%	45	28,9%	71	32,6%	56,7%

* Refers to the non-recurrent expenses of the Company existing rent payment up to June 2017.

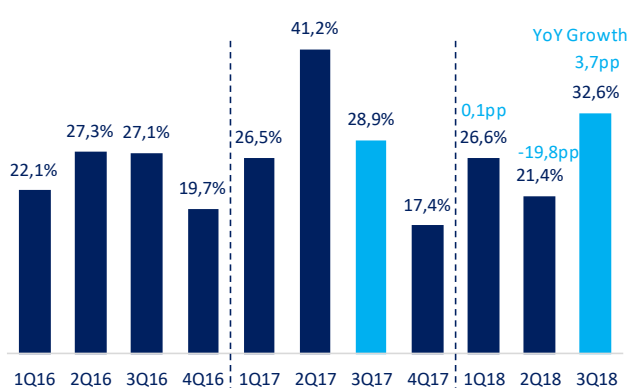
Adjusted EBITDA in 9M18 decreased by 8,3% or 6,0 p.p. mainly due to the sale to Ministry of Health higher than its track record in 2nd quarter of 2017, as mentioned in our last Earnings Release (1st half of 2018).

In 3Q18, EBITDA presented an increase of 56,7% or 3,7 p.p. mainly due the price increase effect of the products sold in the period.

Quarterly Adjusted EBITDA (R\$ Million)



Quarterly Adjusted EBITDA Margin (% N.R.)



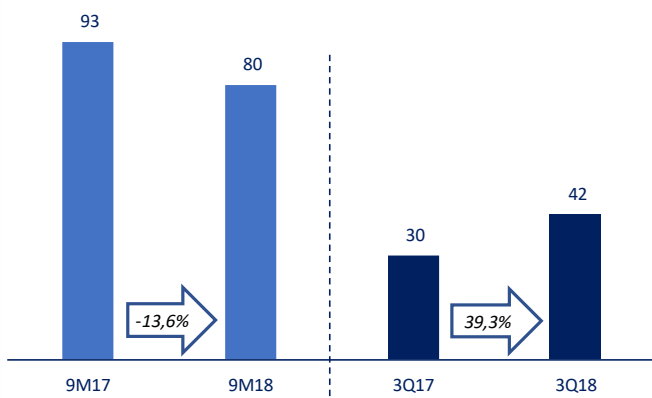
Financial Expenses

(R\$ million)	9M17	%NR	9M18	%NR	Δ%	3Q17	%NR	3Q18	%NR	Δ%
Net Financial Expenses	(11)	-2,2%	(26)	-4,7%	142,0%	1	0,7%	(6)	-2,6%	-624,3%
Fx Variation	2	0,3%	(16)	-2,9%	-1141,1%	5	2,9%	(1)	-0,5%	-124,9%
Net Interest Expenses	(10)	-2,0%	(11)	-2,1%	19,1%	(3)	-1,7%	(6)	-2,6%	108,7%
SWAPS	(3)	-0,7%	(0)	0,0%	-91,9%	(1)	-0,5%	(1)	-0,5%	33,2%
MTMs	2	0,4%	1	0,2%	-39,8%	0	0,1%	1	0,5%	443,5%
Others	(1)	-0,2%	1	0,1%	-153,8%	(0)	-0,1%	1	0,6%	-900,7%

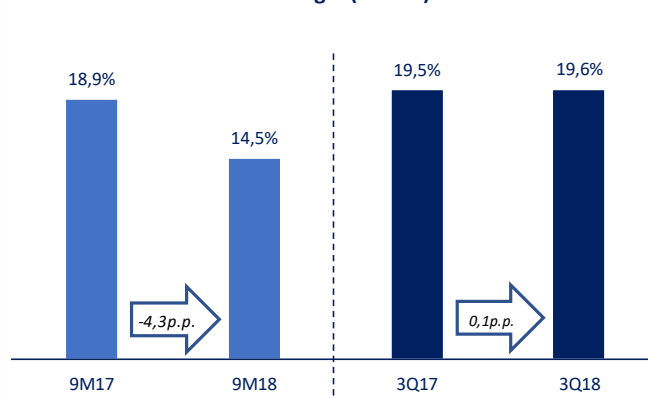
Net financial expenses in 9M18 and 3Q18 increased mainly due to Fx variation occurred in comparison with the same periods of previous year.

Net Income

Net Income (R\$ Million)

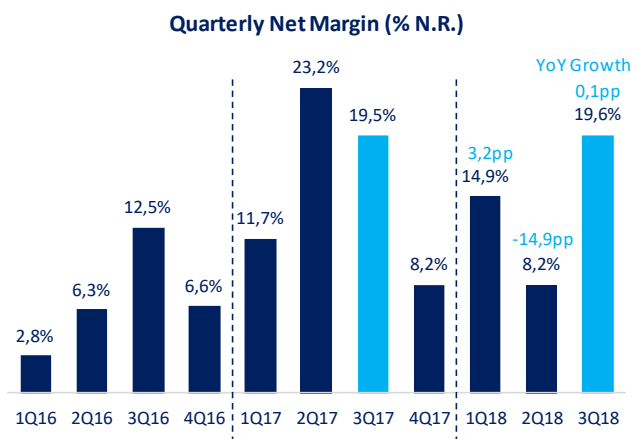
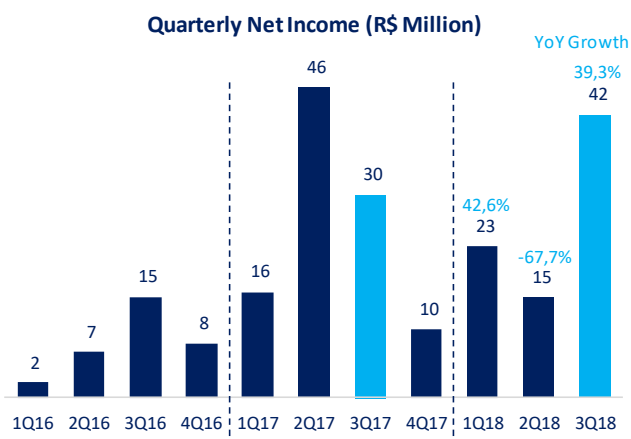


Net Margin (% N.R.)



(R\$ million)	9M17	%NR	9M18	%NR	Δ%	3Q17	%NR	3Q18	%NR	Δ%
EBIT	145	29,4%	143	25,9%	-1,6%	43	27,4%	68	31,4%	58,8%
Net Financial Expenses	(11)	-2,2%	(26)	-4,7%	142,0%	1	0,7%	(6)	-2,6%	-624,3%
EBT	134	27,2%	117	21,2%	-13,1%	44	28,1%	62	28,8%	42,1%
Income Tax and CSLL	(41)	-8,4%	(36)	-6,6%	-11,7%	(13)	-8,6%	(20)	-9,2%	48,5%
Net Income	93	18,9%	80	14,5%	-13,6%	30	19,5%	42	19,6%	39,3%

Net income in 9M18 decreased by 13,6% or 4,3 p.p. due to the exchange rate effect in local currency and product mix, as explained above. About 3Q18, net income increased by 39,3% with a stable margin due to price increase effect of products sold.



Net Debt

(R\$ million)	12.31.2017	09.30.2018	4Q19	2020	2021	2022	2023	2024 ->
Short Term	103	34						
Long Term	1	204	11	65	60	45	23	-
Gross Debt	104	238						
Cash & Investments	(13)	(144)						
Net Debt	91	94						
LTM Adjusted EBITDA	185	172						
Leverage*	0,5x	0,5x						

*Net Debt/ LTM EBITDA

The Company's leverage remained stable in comparison with late last year.

By the end of 2Q18, Blau Farmacêutica issued debentures of R\$180 million, as per mentioned in the Notice to the Market at the time, which has lengthened its debt profile.

Part of the obtained funds remained in Company's Cash and Cash Equivalents to support its expansion plan.

Balance Sheet

(R\$ thousand)	12.31.2017	09.30.2018	12.31.2017	09.30.2018
Assets			Liabilities and Shareholder's Equity	
Current Assets	246.332	481.817	Current liabilities	222.072 236.946
Cash and Cash Equivalents	13.175	143.831	Suppliers	75.853 141.708
Accounts Receivables	104.111	140.038	Loans and Financing	102.979 33.715
Inventories	119.080	189.584	Taxes Payable	1.776 3.757
Recoverable Taxes	6.955	4.793	Income Tax and Social Contribution	6.742 18.899
Other Assets	3.011	3.571	Labour	13.855 16.933
Non-Current Assets	119.749	156.799	Other Accounts Payable	20.867 21.934
Long Term Assets	10.477	16.390	Non-Current Liabilities	5.673 208.765
Judicial Deposits	2.373	2.374	Loans and Financing	938 204.026
Recoverable Taxes	3.373	904	Deferred Income Tax and Social Contribution	111 -
Deferred Income Tax and Social Contribution	1.953	6.738	Provisions for Contingencies	4.624 4.739
Other Assets	2.778	6.374	Shareholders' Equity	138.336 192.905
Property, Plants and Equipments	109.272	140.409	Capital	56.500 100.640
Investments	15	15	Accumulated Profit	- 73.657
Biologic Assets	306	306	Profit Reserve	76.660 9.879
Property, Plant and Equipment	99.655	131.434	Other Comprehensive Income	5.176 8.729
Intangible Assets	9.296	8.654		
Total Assets	366.081	638.616	Total Liabilities and Shareholders' Equity	366.081 638.616

Income Statement

(R\$ thousand)	9M17	%NR	9M18	%NR	3Q17	%NR	3Q18	%NR
Net Revenues	491.969	100,0%	550.835	100,0%	156.024	100,0%	216.663	100,0%
Cost of Goods Sold	(264.215)	-53,7%	(316.424)	-57,4%	(91.973)	-58,9%	(115.378)	-53,3%
Gross Profit	227.754	46,3%	234.411	42,6%	64.051	41,1%	101.285	46,7%
Operational Expenses	(89.343)	-18,2%	(97.159)	-17,6%	(25.668)	-16,5%	(35.960)	-16,6%
Commercial Expenses	(32.001)	-6,5%	(38.510)	-7,0%	(10.919)	-7,0%	(14.549)	-6,7%
Administrative Expenses	(57.342)	-11,7%	(58.649)	-10,6%	(14.749)	-9,5%	(21.411)	-9,9%
Others	6.375	1,3%	5.278	1,0%	4.401	2,8%	2.610	1,2%
EBIT	144.786	29,4%	142.530	25,9%	42.784	27,4%	67.935	31,4%
Net Financial Expenses	(10.732)	-2,2%	(25.971)	-4,7%	1.070	0,7%	(5.610)	-2,6%
EBT	134.054	27,2%	116.559	21,2%	43.854	28,1%	62.325	28,8%
Income Tax and CSLL	(41.268)	-8,4%	(36.428)	-6,6%	(13.391)	-8,6%	(19.884)	-9,2%
Net Income	92.786	18,9%	80.131	14,5%	30.463	19,5%	42.441	19,6%

Cash Flow Statement

(R\$ thousand)	9M17	9M18	3Q17	3Q18
Cash Flows from Operating Activities				
Income (Loss) Before Taxes	134.054	116.559	43.854	62.325
Depreciation and Amortization	6.617	7.406	2.297	2.686
P,P&E and Intangible Assets Write-off	6.551	2.733	1.552	1.175
Financial Charges on Loans	8.092	9.413	2.198	4.725
Fx Variation on Loans and Provision of SWAP / MTM	(1.472)	1.278	(1.326)	(882)
Fx Variation on Suppliers and Clients	(3.371)	(217)	(3.371)	-
Doubtful Accounts	495	1.717	965	1.090
Inventories Provisions	1.366	1.392	(256)	(143)
Others	(1.707)	261	(521)	261
Provisions for Contingencies	298	116	95	(124)
Adjusted Results	150.923	140.658	45.487	71.113
Decrease (Increase) in Assets	(21.622)	(119.493)	59.972	(75.077)
Trade Accounts Receivable	(8.841)	(37.650)	46.839	(7.746)
Inventories	5.540	(71.896)	17.101	(63.020)
Recoverable Taxes	(9.427)	(5.790)	(5.131)	(3.936)
Other Credits	(7.881)	(4.156)	2.167	(283)
Judicial Deposits and Others	(1.013)	(1)	(1.004)	(92)
Increase (Decrease) in Liabilities	29.381	72.204	(25.677)	56.050
Suppliers	21.073	66.078	(9.235)	34.440
Labor Charges	4.557	3.078	1.565	1.659
Tax Charges	1.334	2.016	(95)	407
Other Accounts Payable	2.417	1.032	(17.912)	19.544
Cash Provided by Operating Activities	158.682	93.369	79.782	52.086
Paid Income Taxes CSLL	(24.256)	(18.085)	(9.277)	(4.030)
Net Cash Flow Provided by Operating Activities	134.426	75.284	70.505	48.056
Cash flows from Investing Activities				
Acquisitions of Property, Plant and Equipment	(37.379)	(40.999)	(5.474)	(17.723)
Intangible Aquisitions	(37)	(277)	(2)	(219)
Net Cash Used in Investing Activities	(37.416)	(41.276)	(5.476)	(17.942)
Cash Flows from Financing Activities				
Dividends and Interest Over Capital	(40.152)	(30.164)	(36.237)	(30.164)
Loans and Financing	34.680	226.277	242	16.206
Related Parties	-	-	(333)	-
Repayment of Loans - Principal	(81.944)	(93.594)	(28.915)	(47.404)
Repayment of Loans - Interest	(8.641)	(9.550)	(2.899)	(4.676)
Net Cash Used In Financing Activities	(95.627)	92.969	(67.712)	(66.038)
Cash Variation	1.383	126.977	(2.683)	(35.924)
Beginning of the Period	10.199	13.175	14.097	178.897
Fx Effect on Cash and Cash Equivalents	(1.210)	3.679	(1.042)	858
End of The Period	10.372	143.831	10.372	143.831
Cash Variation	1.383	126.977	(2.683)	(35.924)

Disclaimer

This release contains forward-looking statements that are exclusively related to the prospects of the business, its operating and financial results, and prospects for growth. These data are merely projections and, as such, based exclusively on our management's expectations for the future of the business and its continued access to capital to fund its business plan. These forward-looking statements substantially depend on changing market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors, as well as the risks shown in our filed disclosure documents, and are therefore subject to change without prior notice.

In addition, unaudited information herein reflects management's interpretation of information taken from its quarterly information and their respective adjustments, which were prepared in accordance with market practices and for the sole purpose of a more detailed and specific analysis of our results. Therefore, these additional points and data must also be analyzed and interpreted independently by shareholders and market agents, who should carry out their own analysis and draw their own conclusions from the results reported herein. No data or interpretative analysis provided by our management should be treated as a guarantee of future performance or results and are merely illustrative of our directors' vision of our results.

Our management is not responsible for compliance or accuracy of the management financial data discussed in this report, which must be considered as for informational purposes only, and should not override the analysis of our audited consolidated financial statements or our reviewed quarterly information for purposes of a decision to invest in our stock, or for any other purpose.