EARNINGS PRESENTATION

3Q22

People, Health and Well-being.

RaiaDrogasil S.A.

Disclaimer

This presentation contains statements that are forward-looking within the meaning of Section 27A of the Securities Act of 1933 (the "Securities Act") and Section 21E of the Exchange Act of 1934. Such forward-looking statements are only predictions and are not guarantees of future performance. Investors are cautioned that any such forward-looking statements are and will be, as the case may be, subject to many risks, uncertainties and factors relating to the operations and business environments of the Company that may cause the actual results of the companies to be materially different from any future results expressed or implied in such forward-looking statements. **Additionally, we warn that any information referring to a date subsequent to the fiscal period object of this presentation is managerial, preliminary and unaudited by an independent institution.**

Although the Company believes that the expectations and assumptions reflected in the forward-looking statements are reasonable based on information currently available to the Company's management, the Company cannot guarantee future results or events. The Company expressly disclaims a duty to update any of the forward looking-statements.

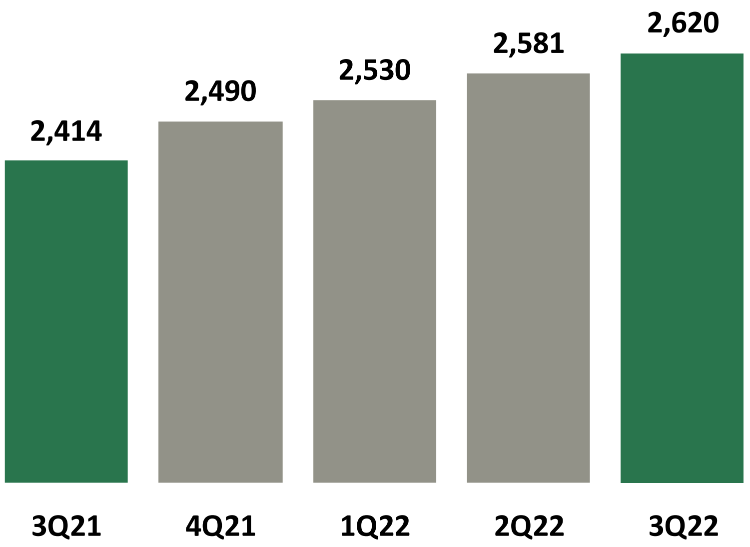
Consolidated highlights[1]

- **PHARMACIES[2]:** 2,620 units in operation (58 openings and 19 closures);
- **GROSS REVENUES:** R$ 8.0 billion, a 22.3% increase with 14.6% for mature stores;
- **MARKET SHARE:** 15.0% national share, a 0.7 p.p. increase and gains in every region;
- **DIGITAL:** R$ 886.1 million, an increase of 57.9% and 11.8% of retail penetration;
- **CONTRIBUITION MARGIN[3]:** R$ 830.9 million, with 10.4% of margin and an expansion of 0.4 p.p.;
- **ADJUSTED EBITDA:** R$ 546.8 million, a 22.6% increase and a margin of 6.8%;
- **ADJUSTED NET INCOME:** R$ 201.7 million, a 16.2% increase and a 2.5% net margin;
- **CASH FLOW:** R$ 104.6 million positive free cash flow, R$ 27.5 million total cash generation.

[1] Considers the IAS 17 / CPC 06 reporting standard.
[2] Does not include 5 4Bio units.
[3] Margin before the corporate overhead (gross profit – selling expenses).

We opened 260 new pharmacies and closed 54 in the last twelve months. We extended the guidance to 1,040 new pharmacies for the 4-year period.

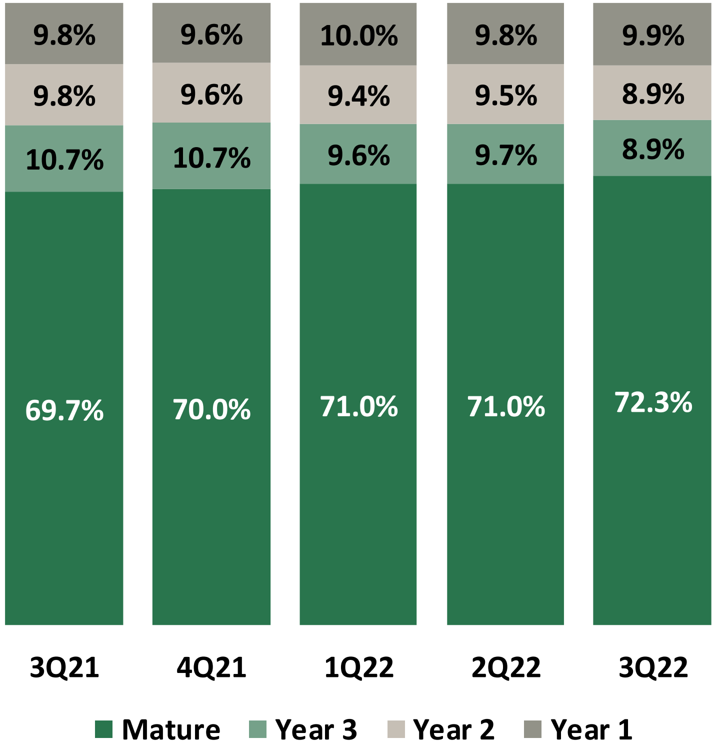
Pharmacy count



Organic openings	4Q21	1Q22	2Q22	3Q22	LTM
Gross openings	+86	+52	+64	+58	+260
Closures	-10	-12	-13	-19	-54
Net openings	**+76**	**+40**	**+51**	**+39**	**+206**

Store closures	4Q21	1Q22	2Q22	3Q22	LTM
Maturing	+1	+3	+3	+2	+9
Mature	+7	+7	+10	+17	+41
Onofre	+2	+2	+0	+0	+4
Total closures	**+10**	**+12**	**+13**	**+19**	**+54**

Age structure of pharmacy portfolio



Guidance

260 per year in 2022, 2023, 2024 and 2025

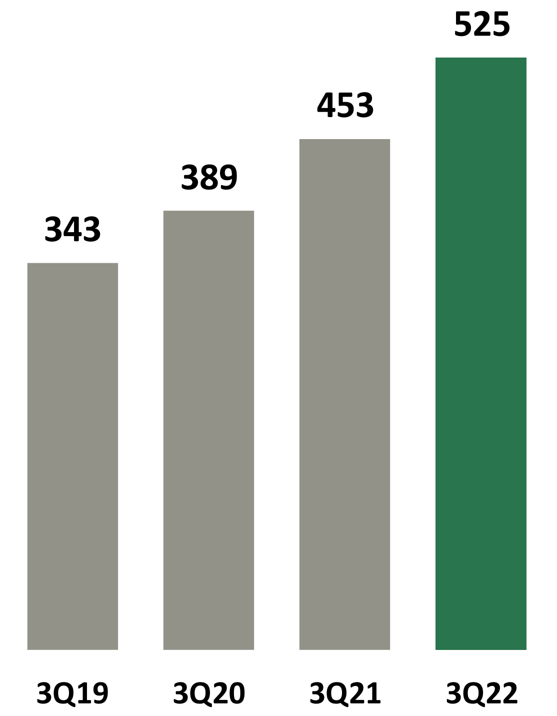
Total of **1,040 new pharmacies**, equivalent to an expansion of **42%** of the 2021 store count

While preserving the current geographical and demographic segmentation

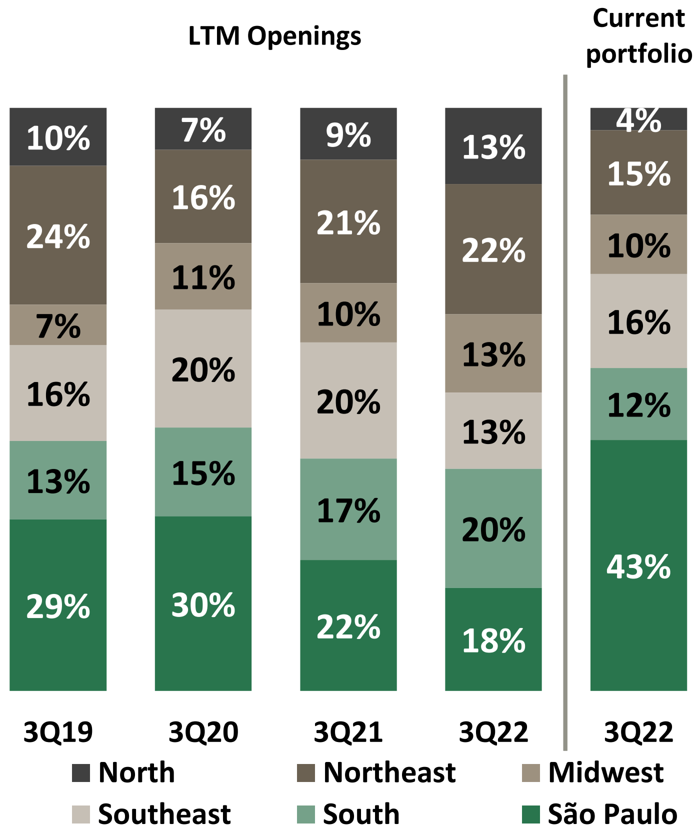
97% expansion assertiveness

We are diversifying our geographic presence, including the expansion to 525 cities, with 87% of LTM openings under the Popular or Hybrid formats.

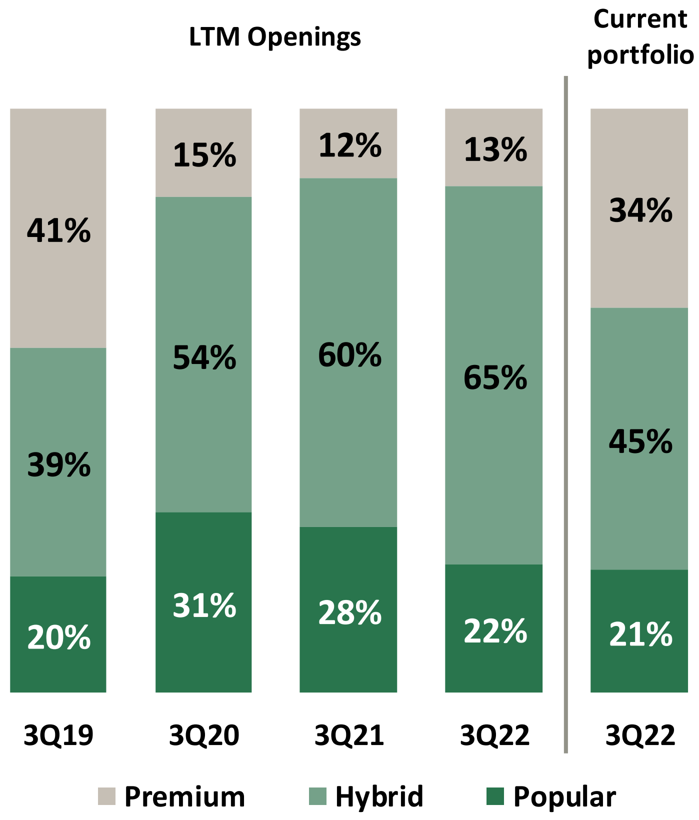
Cities with pharmacies



Network composition by region*



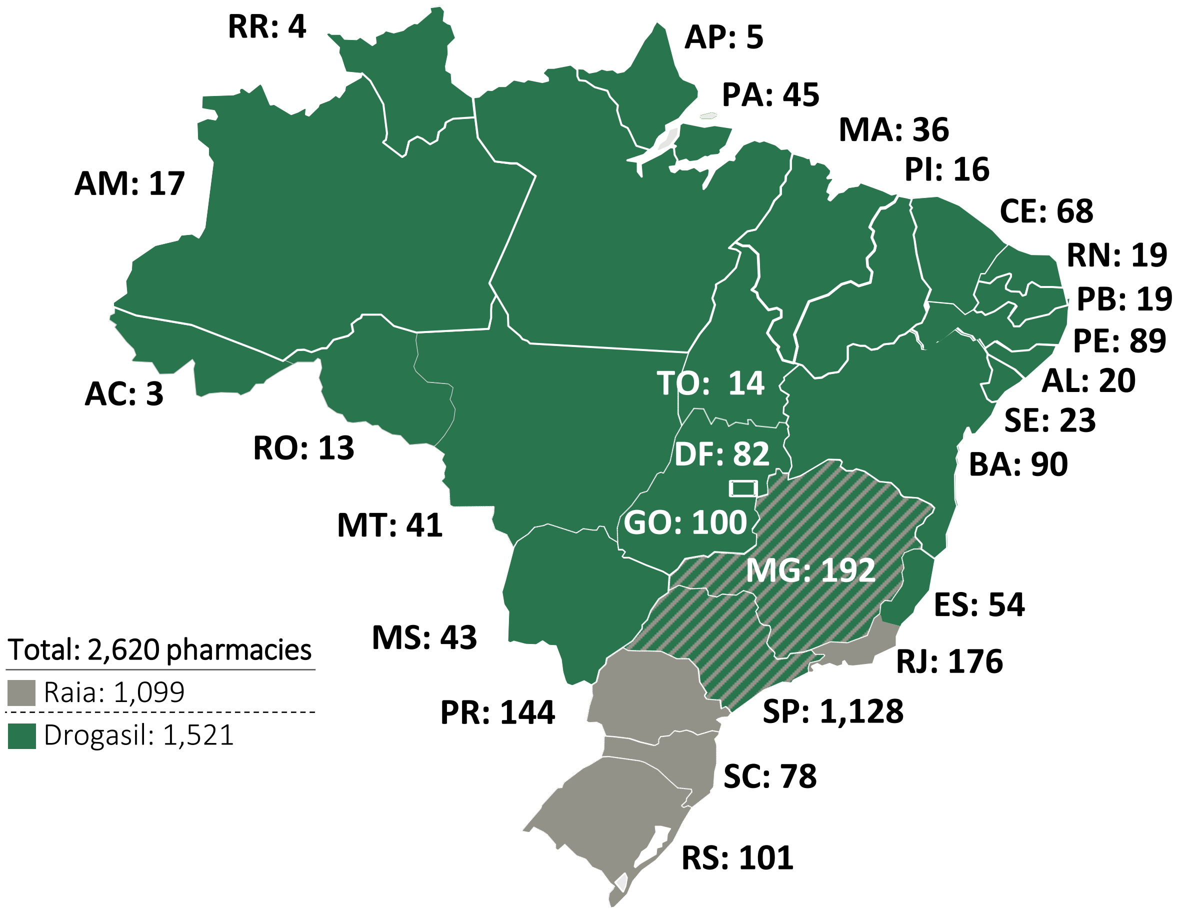
Network composition by format*



* Openings exclude the Onofre acquisition.

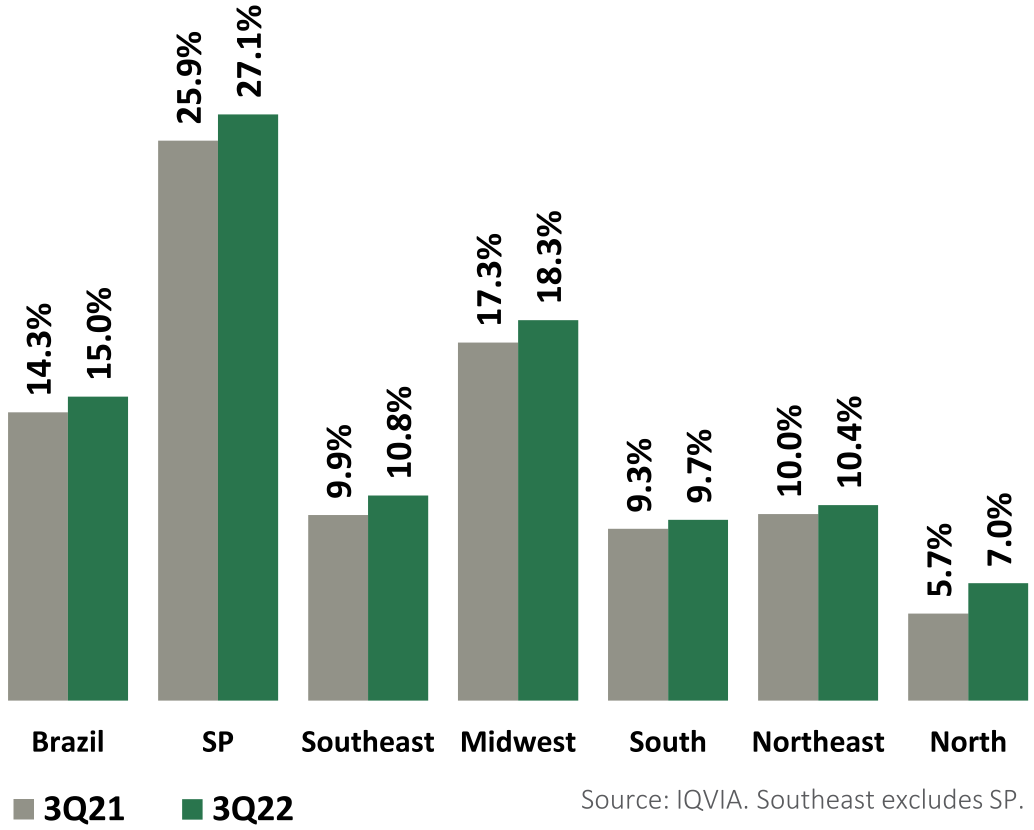
We have strengthened our national presence and increased our market share, which reached 15.0%, a 0.7 p.p. increase with gains across every region.

Pharmacy geographic presence



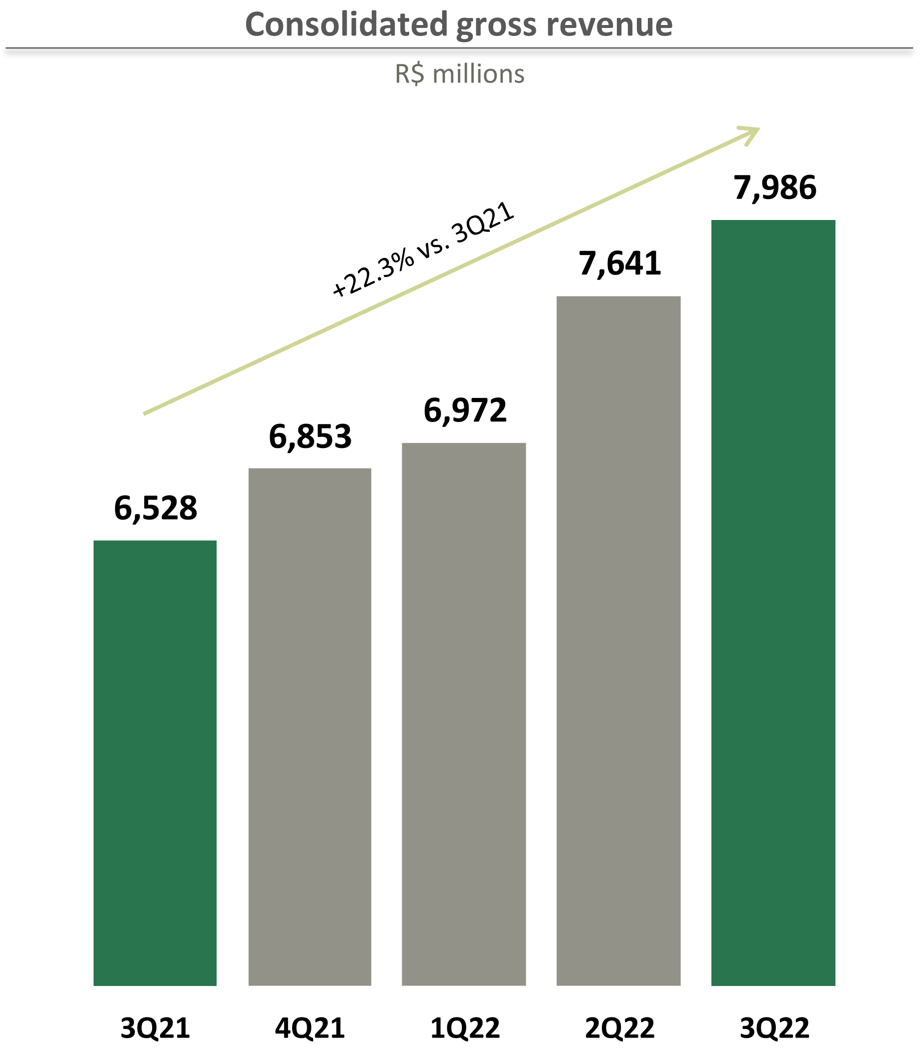
Retail market share

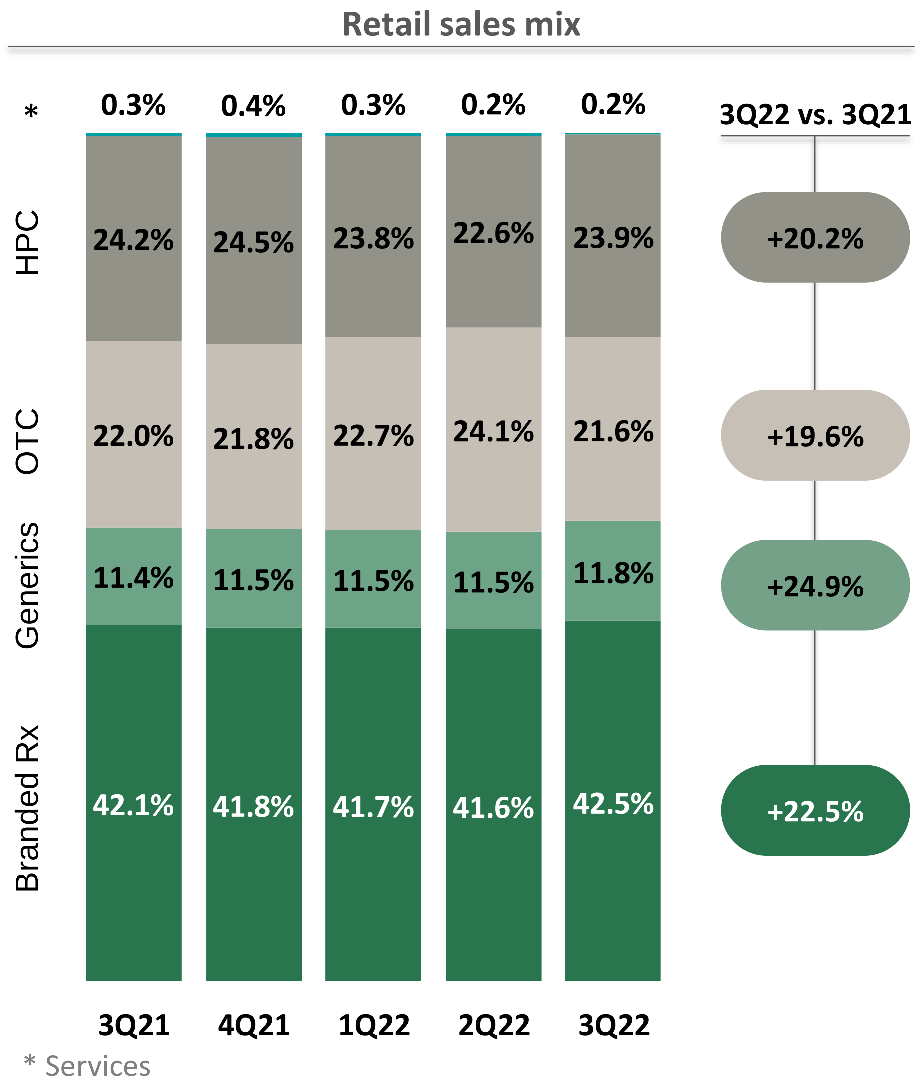
Quarterly share at Factory Prices (sell-out + sell-in)



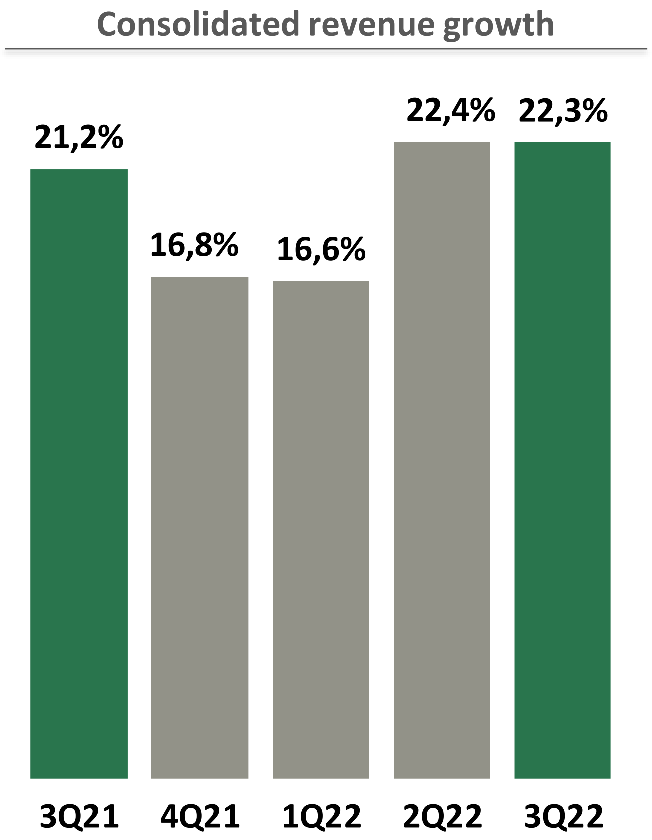
Source: IQVIA. Southeast excludes SP.

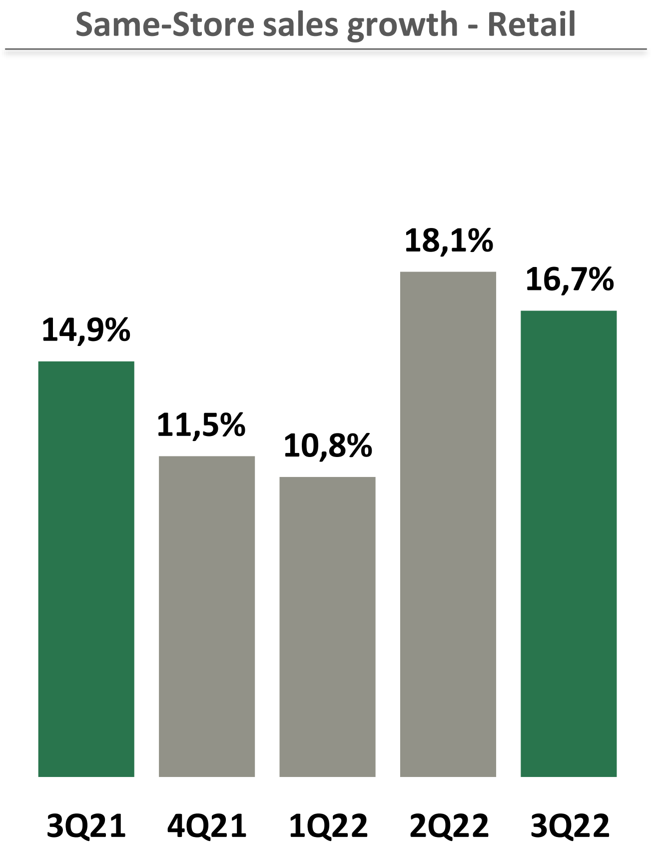
Consolidated gross revenues have increased 22.3%, driven by digital and by a robust growth across all product categories.

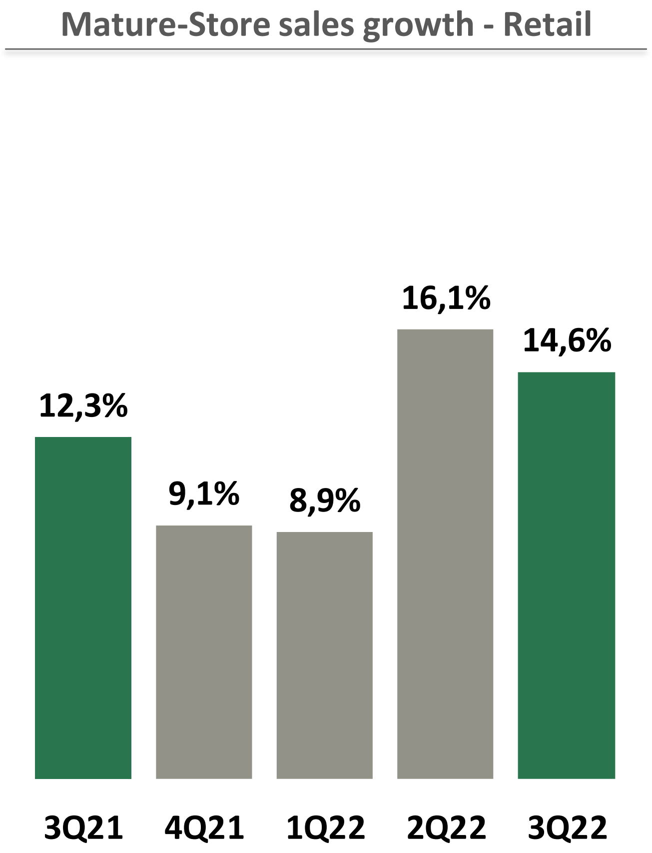




Mature stores grew 14.6%, 7.4 p.p. above the CPI of 7.2% and 3.7 p.p. above the authorized CMED price adjustment of 10.9%.



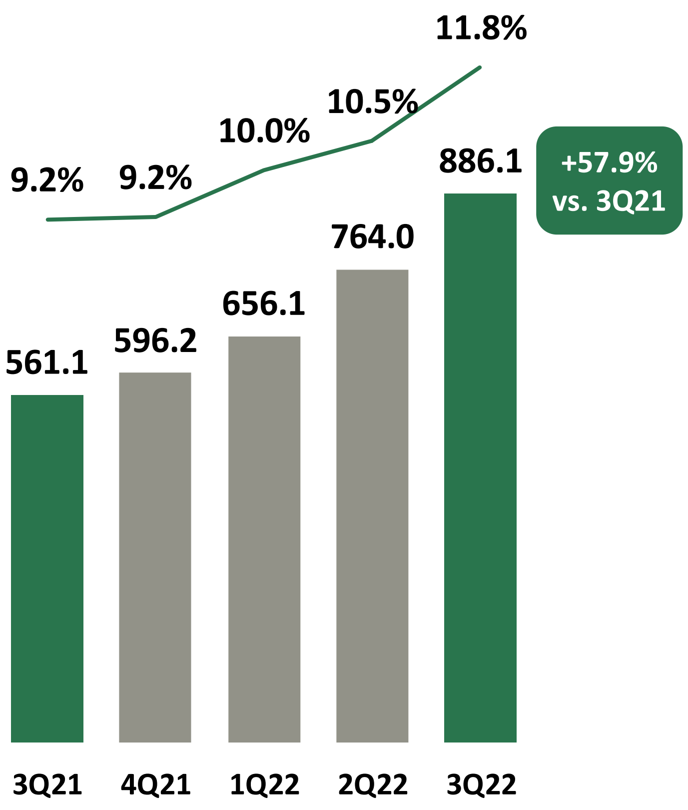




Digital sales of R$ 886.1 MM, with 57.9% of growth and 11.8% of penetration. RD apps reached 55%. Undisputed sector leadership and growing relevance in retail.

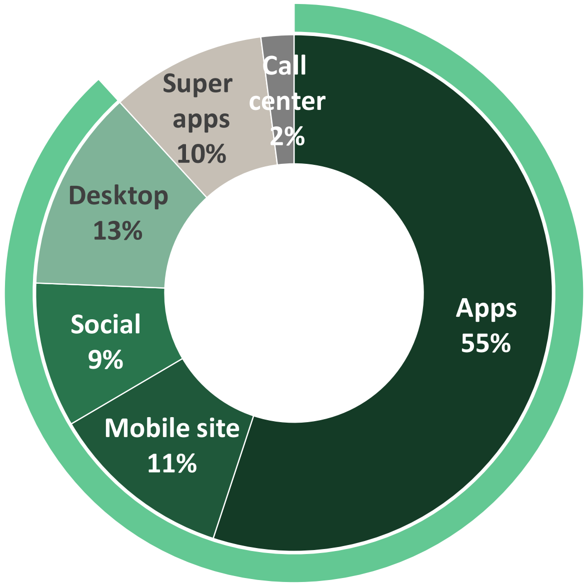
Digital sales and penetration

R$ millions, % of retail gross revenue



Digital channel mix

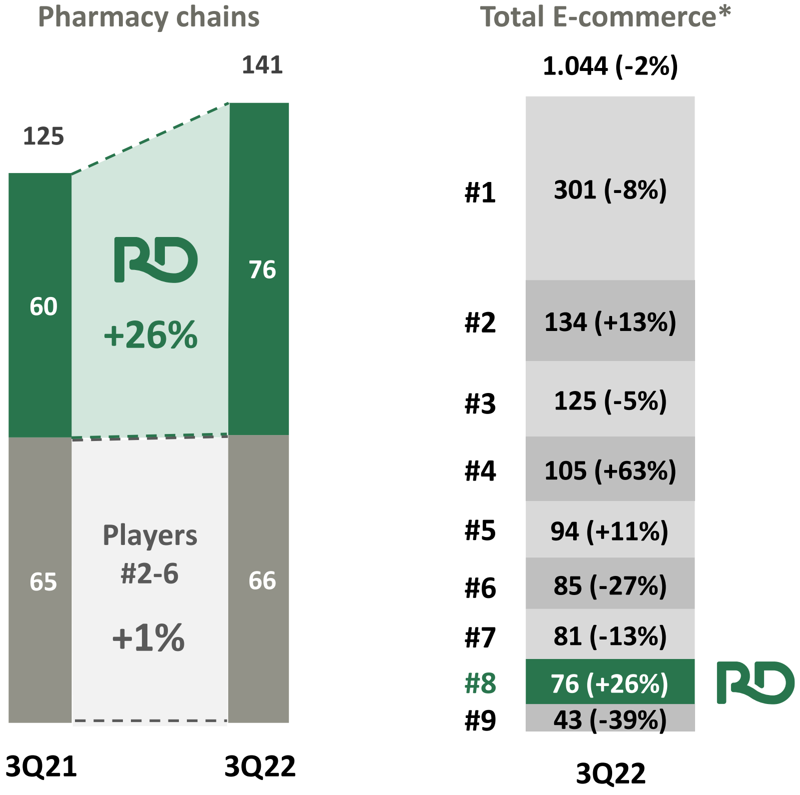
% of digital sales



Modern and proprietary channels: 88%, of which 76% were mobile

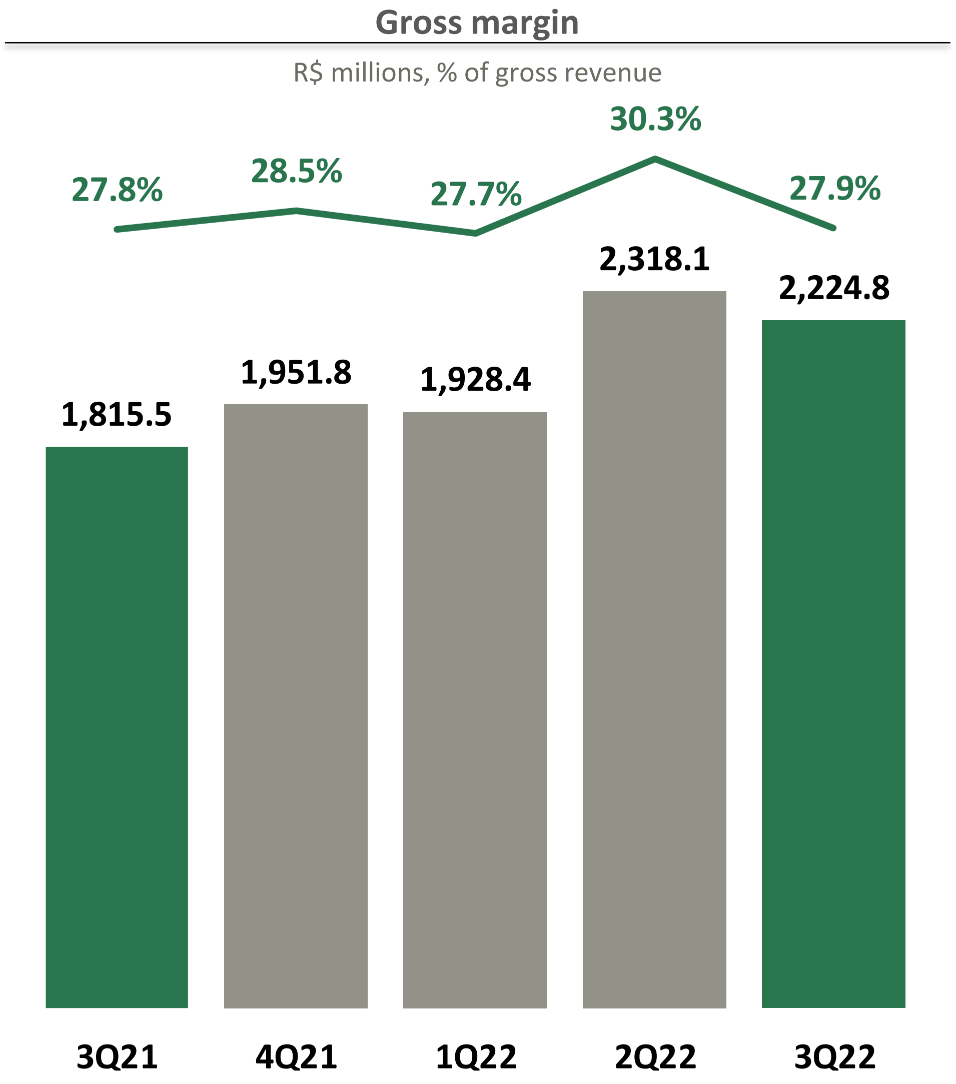
Web site visits

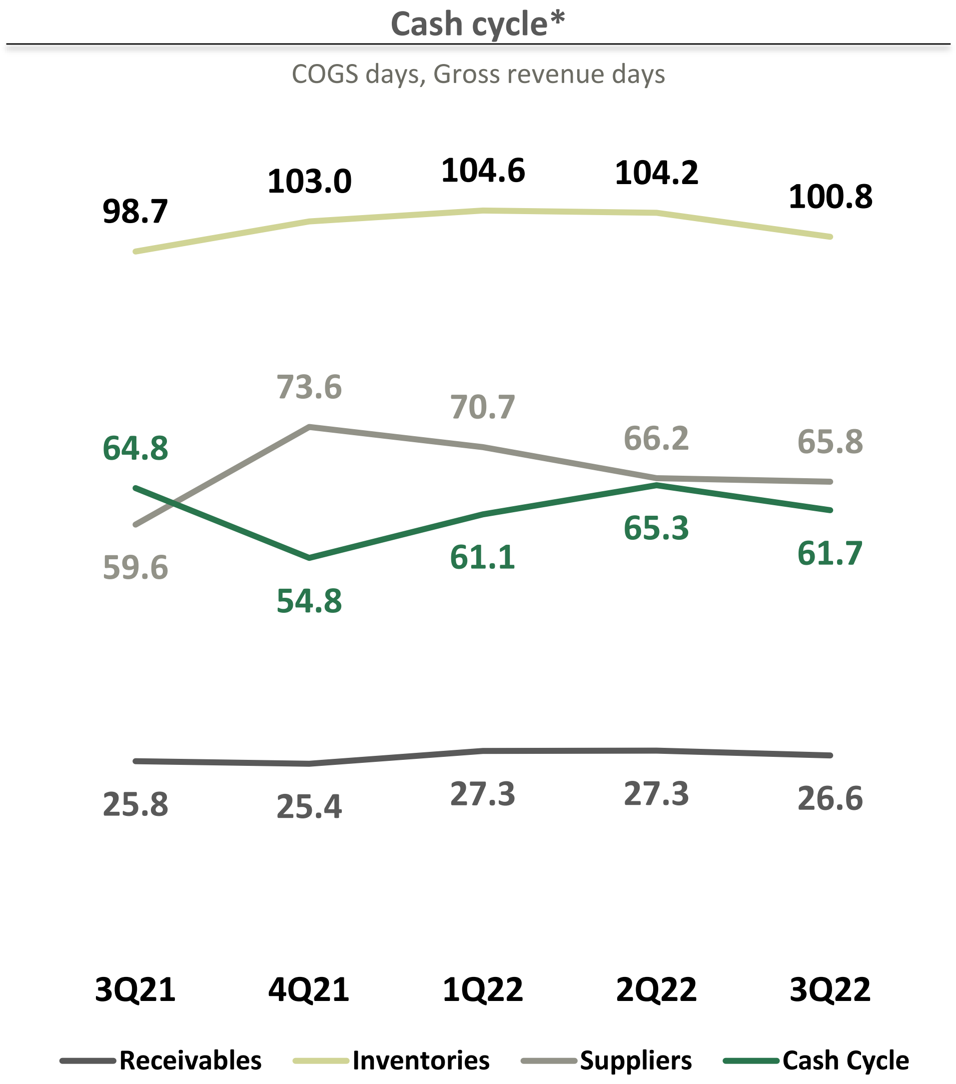
Million hits (Source: SimilarWeb)



* Ranking of largest online retailers, all segments.

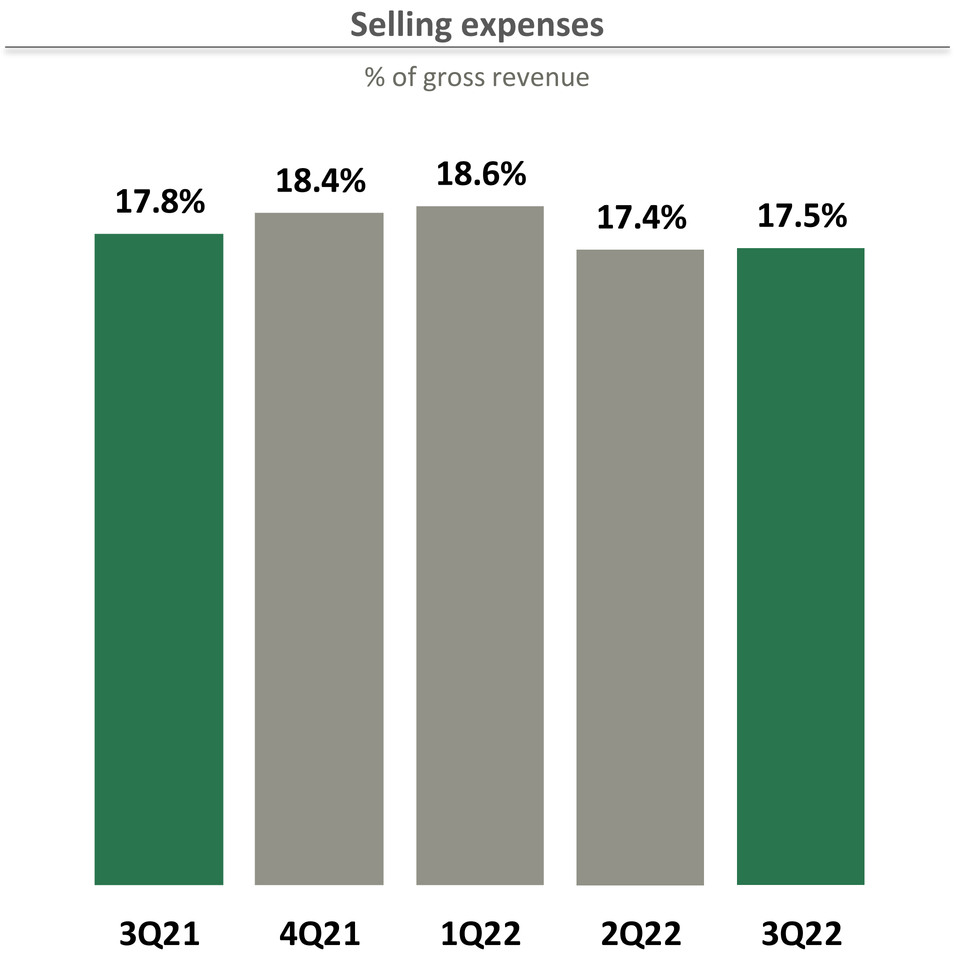
Gross margin totaled 27.9%, an increase of 0.1 p.p. vs. the 3Q21. Cash cycle decreased by 3.1 days.

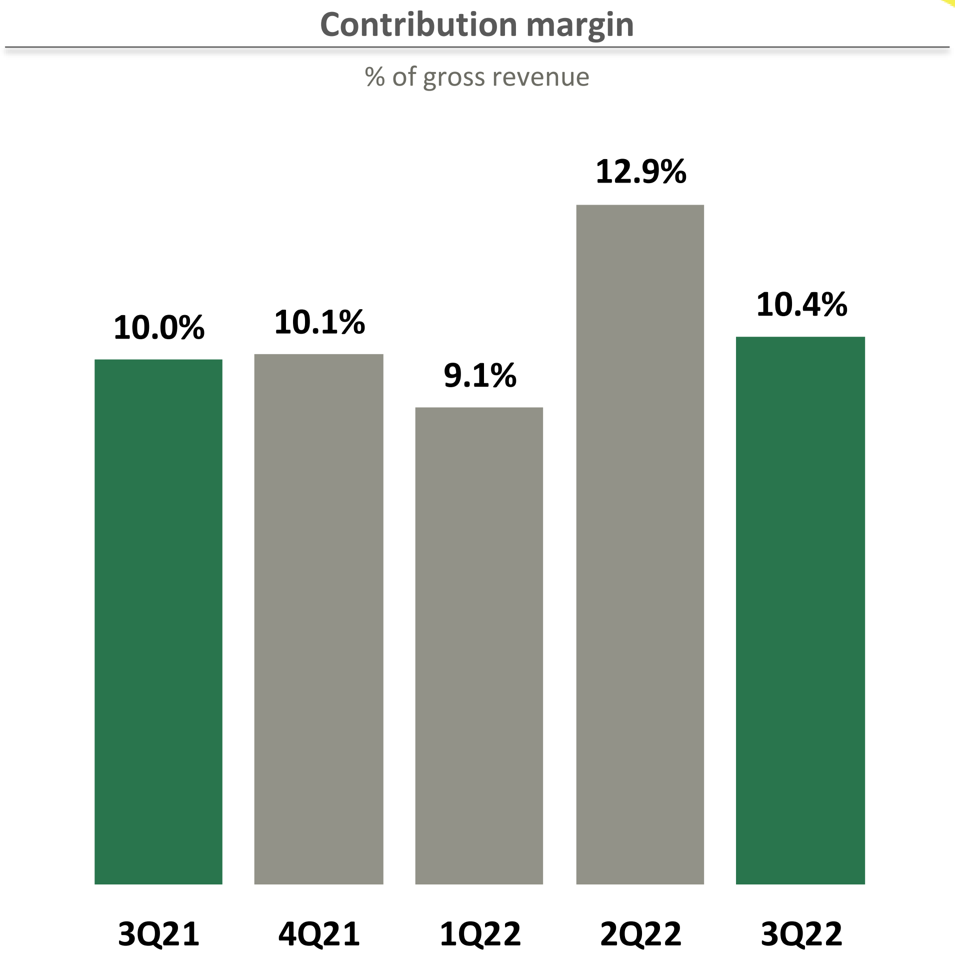




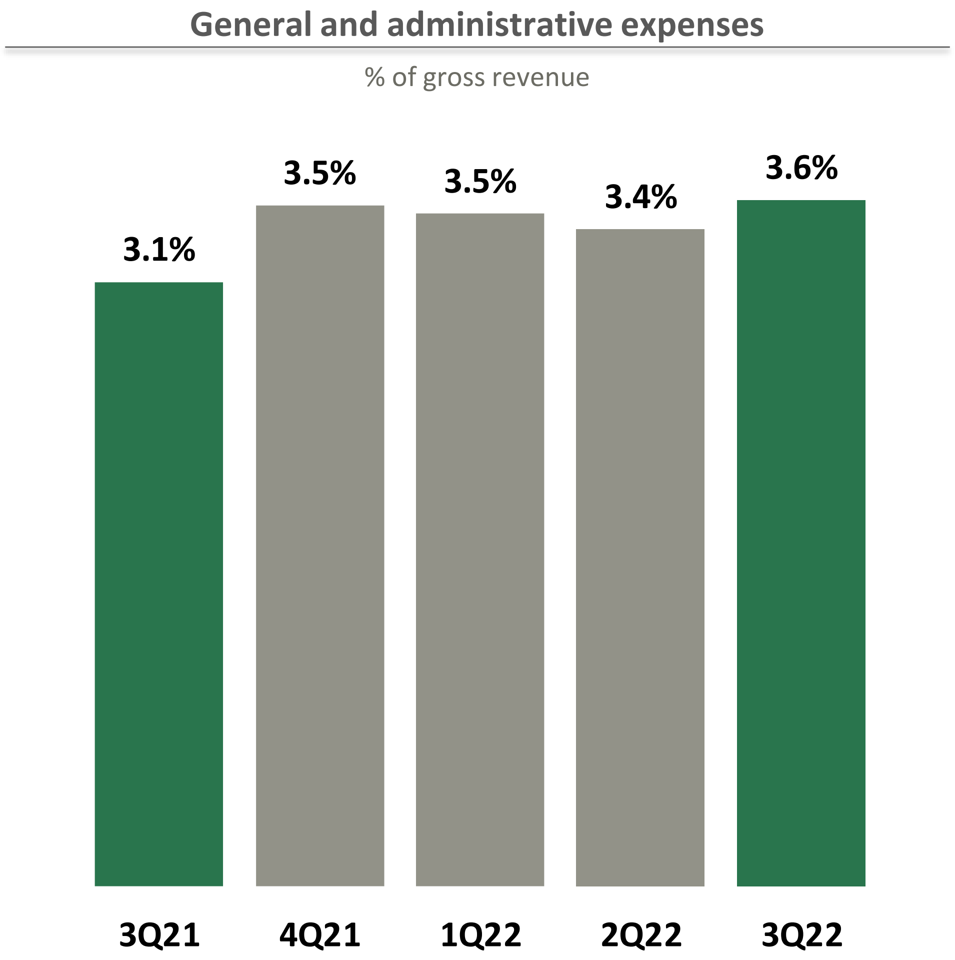
* Adjusted for discounted receivables and advanced payments to suppliers.

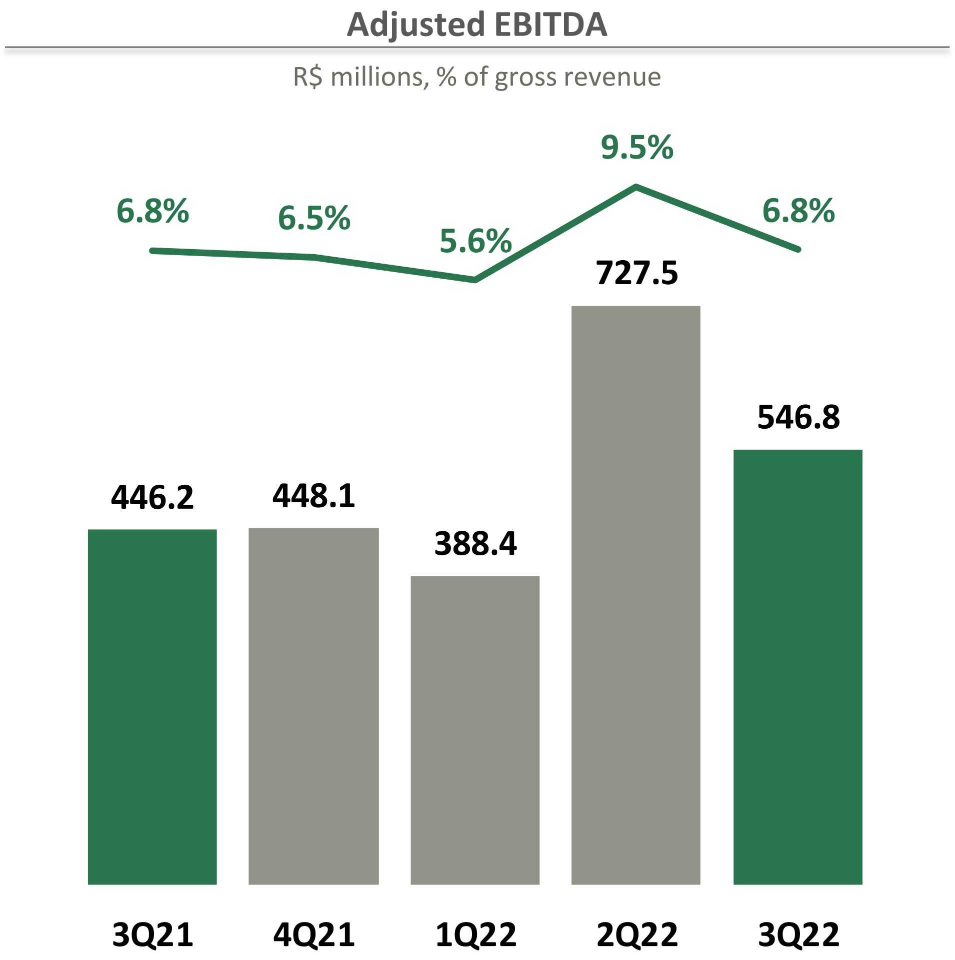
Real growth at mature stores generated an operating leverage gain, thus leading to a Contribution Margin increase of 0.4 p.p..





G&A increase of 0.5 p.p. as we advance in the company's digital transformation. Adjusted EBITDA of R$ 546.8 MM, a 22.6% growth and a 6.8% margin.

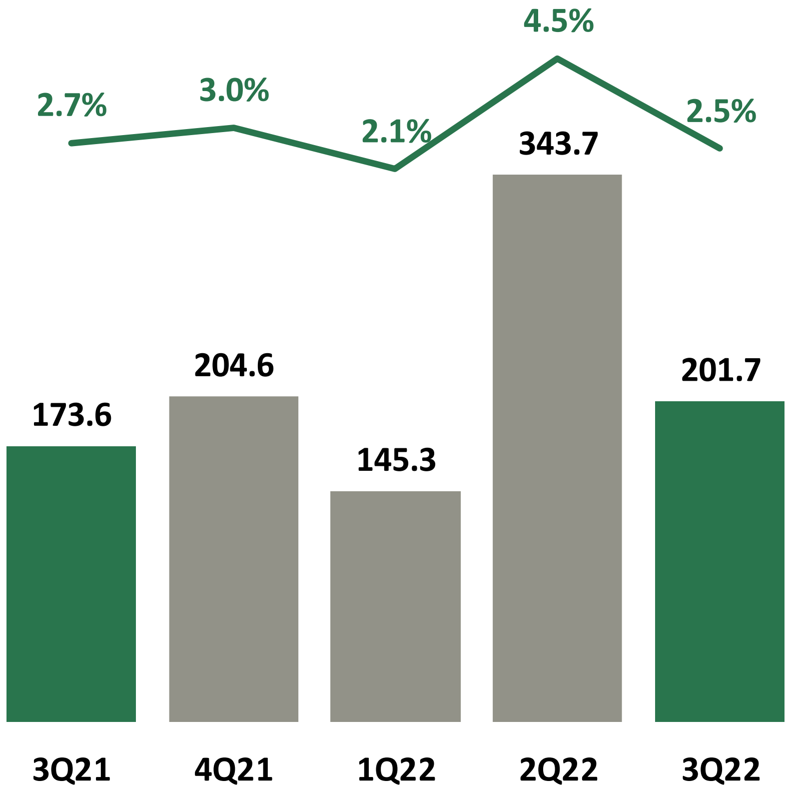




Adjusted net income of R$ 201.7 MM, an increase of 16.2% and a net margin of 2.5%, already excluding R$ 35.8 MM in non-recurring gains.

Adjusted net income

R$ millions, % of gross revenue



EBITDA Reconciliation - R$ millions	3Q22	3Q21
Net income	**225.4**	**172.8**
Income tax	55.1	74.4
Equity Equivalence	(0.2)	(0.2)
Financial Result	125.5	39.9
EBIT	**405.8**	**286.9**
Depreciation and amortization	176.9	158.0
EBITDA	**582.6**	**444.9**
Social investments and donations	3.8	3.9
Asset write-offs	1.9	(2.3)
Tax credits and other non-recurring from previous years	(41.6)	(0.4)
Non-recurring/non-operating expenses	**(35.8)**	**1.2**
Adjusted EBITDA	**546.8**	**446.2**

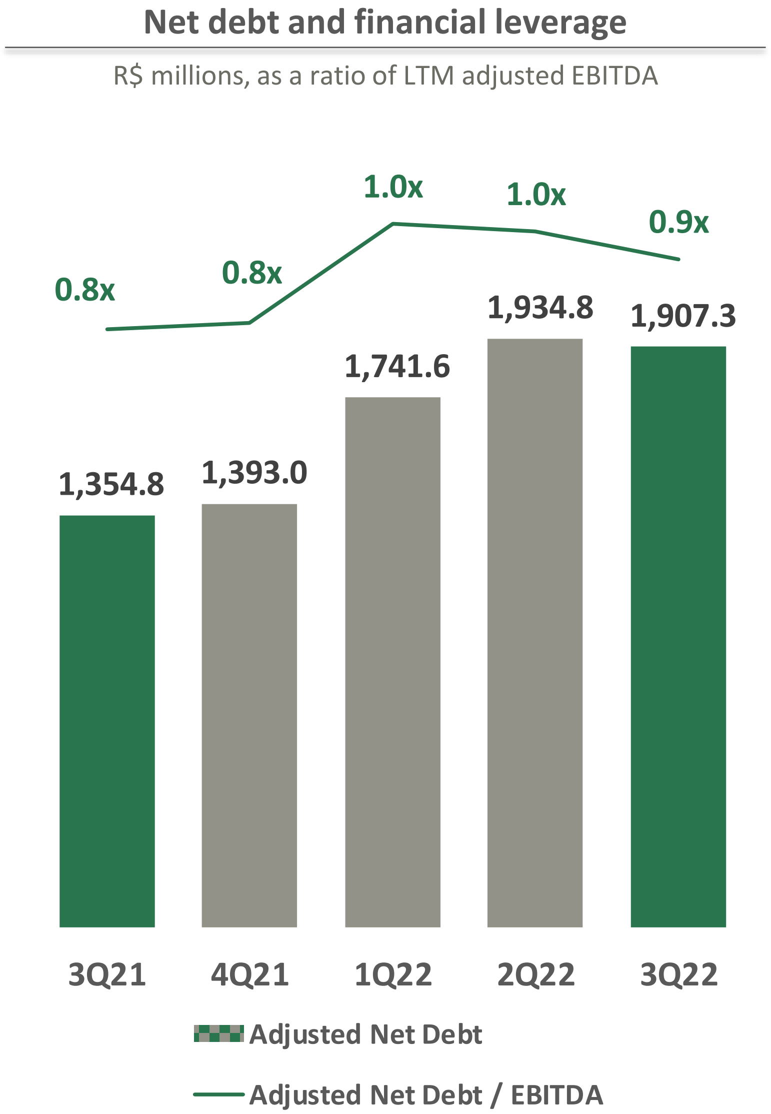
Positive free cash flow of R$ 104.6 MM, with R$ 27.5 MM of total cash generation. Sequential leverage reduction of 0.1x.

Cash flow *(R$ million)*	**3Q22**	**3Q21**
Adjusted EBIT	**369.9**	**288.1**
NPV adjustment	(38.1)	(17.2)
Non-recurring expenses	35.8	(1.2)
Income tax (34%)	(125.0)	(91.7)
Depreciation	177.6	158.0
Others	61.0	(83.9)
Resources from operations	**481.3**	**252.1**
Cash cycle*	(47.7)	(17.1)
Other assets (liabilities)**	3.1	72.1
Operating cash flow	**436.7**	**307.0**
Investments	**(332.1)**	**(238.2)**
Free cash flow	**104.6**	**68.9**
M&A and other investments	(28.5)	4.3
Interest on equity and dividends	(0.0)	(0.1)
Income tax paid over interest on equity	(10.8)	(6.6)
Net financial expenses***	(99.7)	(23.0)
Tax benefit (fin. exp., IoE, dividends)	61.8	7.8
Total Cash Flow	**27.5**	**(21.9)**

*Includes adjustments to discounted receivables.

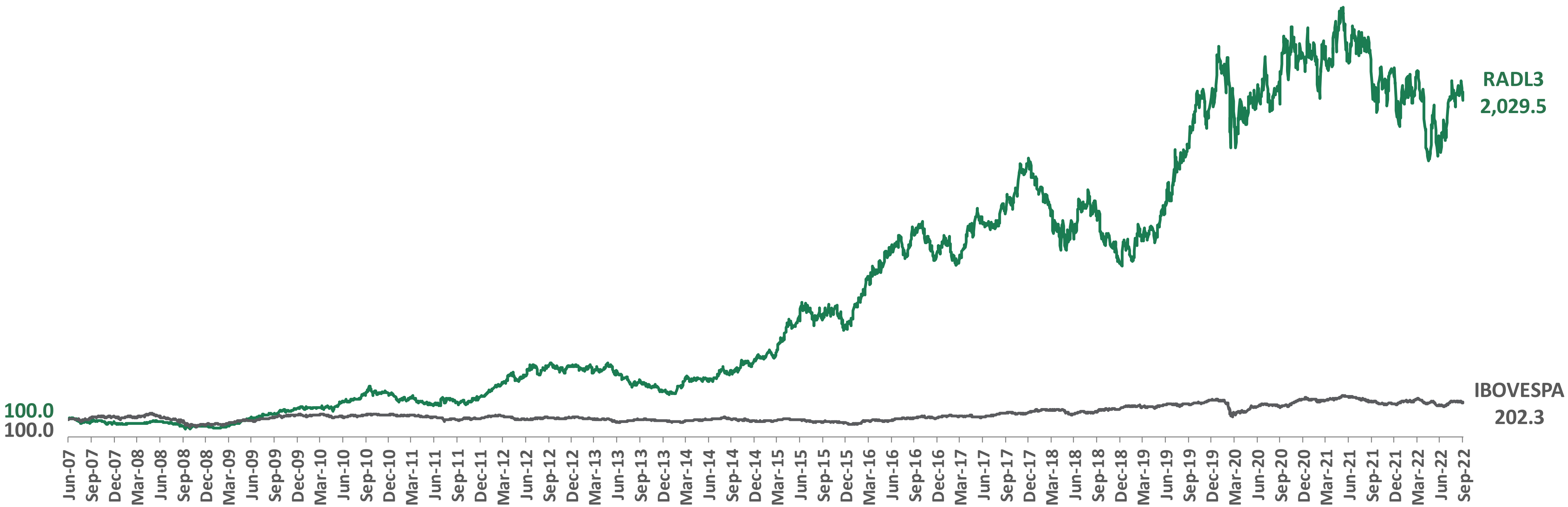
**Includes NPV adjustments.

***Excludes NPV adjustments.



RADL3 share price increased 18.4% in the quarter, 6.7 p.p. more than the Ibovespa.

Stock price appreciation



2022 Performance

- RADL3: -6.5%
- Ibovespa: 5.0%
- Alpha: -11.5%
- Average RADL3 Daily Liquidity: R$ 145 MM

Average TSR

- 22.3% since the Drogasil IPO
- 19.6% since the Raia IPO
- 20.0% since the merger (31/Dec/11)

Robust financial results, driven by a sales performance decoupled from our peers.

Growth remains accelerated and decoupled from peers

- 22.3% of growth in the quarter, with 14.6% in mature stores, 3.7 p.p. above the annual price adjustment and 7.4 p.p. above the CPI;
- National market share reached 15.0%, a 0.7 p.p. increase with gains in every region;
- We opened 58 new pharmacies in the 3Q22 and 260 in the last 12 months, in-line with the year's guidance;
- Guidance increased to 260 annual stores from 2023 to 2025, matching the current year´s guidance of 260 gross openings;
- Real IRR, net of cannibalization, consistently above 20%, despite expansion focus on smaller cities and on the Brazilian B and C classes;
- Store closures optimize the store portfolio and increase the ROIC, with error corrections of only 3% of LTM openings and a focus on efficiency gains by transferring sales, eliminating redundant costs, and redeploying working capital and fixed assets;
- NPS of 90 in physical stores.

Solid financial performance, with a YTD EBITDA margin expansion

- Contribution Margin of 10.4%, a 0.4 p.p. increase driven by operating leverage;
- G&A increase of 0.5 p.p., with expected stabilization in the short-term and progressive dilution from 2023;
- Stable EBITDA margin of 6.8% in the 3Q22;
- Possible EBITDA margin expansion in the current year, with 0.2 p.p. YTD expansion and reasonable comp base in the 4Q22.

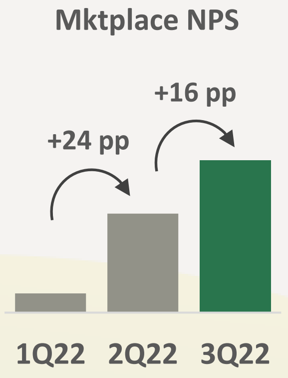
We continue advancing in the development of our strategy.

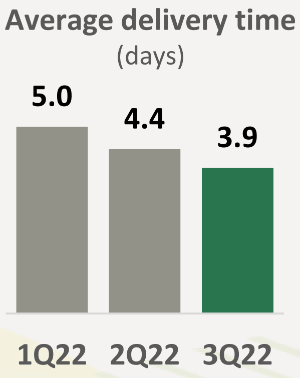
New Pharmacy

- Annualized digital sales of R$ 3.5 bi, with 88% through modern proprietary channels vs. only 10% for superapps and 2% for call center;
- 9.8% of customers are already Omni, representing 16.5% of retail sales;
- Focus on our customers (LTV) and their digitalization results in 20-30% incremental sales vs. control group (same cluster, without digitalization). Omni heavy users purchase with 3.5x the frequency of purely physical customers;
- New rapid delivery format in São Paulo expanding shipping-from-store base and strengthening deliveries in up to 1h;
- 92% of digital orders served by stores and 85% completed in up to 4h;
- Improved squad productivity is driving progressive digital NPS increase.

Marketplace

- Depuration of seller and SKU base to improve service quality;
- Marketplace NPS sequential improvement of +16 p.p.;
- Reduction of average delivery time to 3.9 days.





Health Platform

- 40 free programs for health promotion in the Vitat app;
- Soft launch of the first paid program focused on weight loss;
- Acquisition of 4 million MAU.

EARNINGS PRESENTATION

3Q22

People, Health and Well-being.

RaiaDrogasil S.A.

Together for a healthier society.

After two years we are hosting our event in-person, closer to our stakeholders, with the following agenda:

- ✓ Opening with the Chairman of the Board and the CEO;
- ✓ Company overview;
- ✓ New Pharmacy – Operations, Omni and Pharma services;
- ✓ New Pharmacy and Marketplace – Customers, Assortment and Services;
- ✓ Health Platform – Vitat;
- ✓ Digital transformation;
- ✓ People & Culture;
- ✓ Market overview and perspectives.

In-person – RSVP (limited seats)**:**
São Paulo, Vila Olímpia
Confirm your presence at:

Online:
www.rdday.com.br
Simultaneous translation to English

When:
November 03 (Thursday)

Registration and welcome coffee:
Starting 8:00 am

Presentation:
From 9:00 am to noon