About GBT

GBT Grupo Biotoscana is a biopharmaceutical group that operates in the Latin American region and focuses on specialty market segments such as infectious diseases, oncology and oncohematology, special treatments, immunology and inflammation and orphan/rare diseases. GBT is currently present throughout 10 Latin American countries where it operates under its companies Biotoscana, United Medical, LKM and Dosa.

Ticker: GBI033

Platform in Latin America
(% of 2017 net revenues)

Mexico, Mexico City 17%
Colombia, Bogotá 42%
Ecuador, Quito 31%
Peru, Lima 31%
Bolivia, La Paz 17%
Chile, Santiago 31%
Argentina, Buenos Aires 31%
Uruguay, Montevideo 31%
Paraguay, Asunción 42%
Brazil, Sao Paulo 42%

Competitive advantages

• Unique platform in Latin America with a true regional footprint.
• Expansive and diversified product portfolio with strong market positioning, innovation and robust pipeline.
• Attractive operations in a growing specialty pharmaceuticals sector.
• Pioneering a lean, open innovation business model, with a strong track record of partnerships with leading global players.
• Track record of profitable growth in Latin America.
• Experienced management team and strong private equity sponsorship.

Key metrics
(2017 results | BRL million)

• Net revenues: BRL 817.5 | Constant currency growth of 10.8% YoY
• Gross margin: 53.8% | +3.7 p.p. YoY
• Adjusted EBITDA: BRL 199.4 | Constant currency growth of 23.9% YoY
• Adjusted EBITDA margin: 24.4% | +2.5 p.p. YoY
• Adjusted net income: BRL 77.9 | Growth of 35.1% YoY

GBT Grupo Biotoscana

Advent International 27.7%
Essex Woodlands 16.9%
Guttmann and Friedlander families 7.1%
Management 0.7%
Free Float1 47.6%
Total Shares: 106,622,306

2Free float includes treasury shares

Management team

Morano Garcia-Vaíño
Chief Executive Officer

Raquel Dalva
Chief Financial Officer

Renaio De Giorgi
EVP, Business Development

Julia Serna
EVP, Latam

Rorán Saglio
EVP, Marketing

Ivan French
EVP, Research & Development

Daniel Flores
Sr. Advisor, Science

Investor Relations
+55 11 5090-5930
ir@grupobiotoscana.com
ri.grupobiotoscana.com

Selected Partners

2017 Highlights

• Completion of IPO
• Closing of 7 molecules with 4 different partners
• Main launches in 2017: Halaven® and Abraxane®
• More than 50 products to be launched in 2018/2019
• Acquisition of Dosa

Selected Partners

• Basilea
• CSL Behring
• Biocad
• Gilead
• Delfini
• Eli Lilly
• Pfizer
• Pierre Fabre
• Pfiv Pharma

Platform in Latin America

745 employees
4 factories
1 regional distribution center
2 R&D centers

Biotoscana “United Medical “LKM “Dosa