

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 onco-hematology, 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: GBIO33



-Biotoscana -United Medical -LKM -Dosa

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.

Platform in Latin America

(% of 1H18 net revenues)



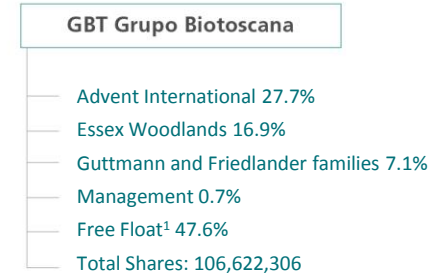
- 706 employees
- 4 factories
- 1 regional distribution center
- 2 R&D centers

Key metrics

(1H18 results | BRL million)

- Net revenues: BRL 438.3 | Constant currency growth of 25.5% YoY
- Gross margin: 54.2% | +106 bps YoY
- Adjusted EBITDA: BRL 109.9 | Constant currency growth of 41.1% YoY
- Adjusted EBITDA margin: 25.1% | +272 bps YoY
- Adjusted net income: BRL 54.6 | Growth of 143.5% YoY

Ownership structure



¹Free float includes treasury shares

1H18 Highlights

- Contract extension with Gilead: 15 different molecules, including pipeline of HIV, Hep C and B and antifungals for the Andean region
- Cresemba[®] and Zevtera[®] approved in Peru; under registration in Mexico, Argentina and Brazil
- New products ahead of plan: Abraxane[®] and Halaven[®] with faster uptake, Lenvima[®] launched earlier and with better prospects
- More than 15 products to be launched in 2018/2019

Selected Partners



Management team



Federico Wintour
Chief Executive Officer



Raquel Balsa
Chief Financial Officer



Renato De Giorgi
EVP, Business Development



Julieta Serna
EVP, Latam



Román Saglio
EVP, Marketing



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