



DROGASIL (DROG3)

Webcast 3rd Quarter - 2010





DISCLAIMER

This presentation contains forward-looking statements about the business prospects, estimates of operating and financial results, and the growth prospects for Drogasil. These are mere projections and, as such, based exclusively on Drogasil management's expectations in relation to the future of the business and its continuous access to funds to finance the Company's business plan. Such forward-looking statements substantially depend on changes in market conditions, governmental rules, competition pressures, sector performance and the Brazilian economy, among other factors, in addition to the risks presented in the release documents filed by Drogasil and are, therefore, subject to change without prior notice.



- ✓ 315 stores end of period 3Q 2010.
- ✓ Gross Sales Revenue Growth
 - 3Q10o3Q09 13.2%
 - Gross Revenue Sales 3Q10 of R\$ 536,8Million.
 - Same Store Sales index growth **8.6%** in 3Q10 and **12.9%** in comparative 9M10
- ✓ EBITDA
 - 3Q10 R\$35,7Milhões
 - Growth 3Q10o3Q09 +8.1%
 - EBITDA margin 3Q10 : **6.7%** of Gross Sales.
 - EBITDA margin 9M10:**7.1%** of Gross Sales.

PROMOÇÃO Você Feliz Vida da Vida DROGASIL

70 TVs LCD 40" + 3 scooters + 2 Casas no valor de R\$ 100.000,00 cada

Cada R\$ 30,00** em compras com seu cartão Drogasil = 01 CÓDIGO

Envie o código de seu cupom não-fiscal por SMS** para 72705, ou cadastre no site www.drogasil.com.br e concorra!

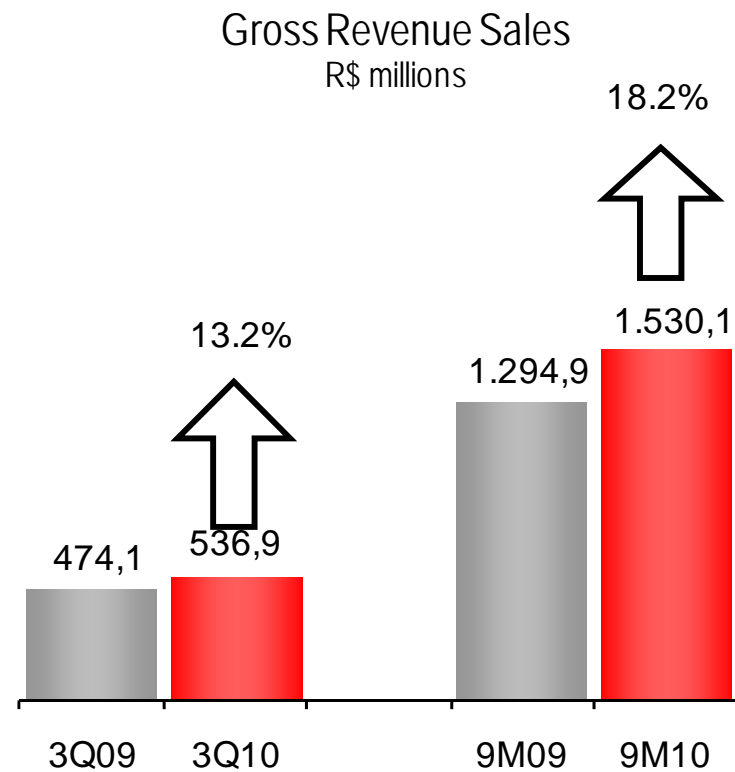
NO ANIVERSÁRIO DE 75 ANOS DA DROGASIL, 75 PRÊMIOS INCRÍVEIS PARA VOCÊ FAZER A FESTA!

DROGASIL 75 ANOS

Consulte o regulamento completo neste folheto ou no site www.drogasil.com.br. Período de participação de 06/09/2010 até 31/10/2010. **Válido para compras de produtos de perfumaria, higiene, beleza e dietéticos (EXCETO MEDICAMENTOS). Sorteio pela extração da Loteria Federal de 06/11/2010. Prêmios: *02 (dois) certificados de ouro no valor de R\$ 100.000,00; 03 (três) Scooters Dafin Zig 100cc; 70 (setenta) televisores Philips LCD 40 polegadas. ***Válido para todas as operadoras de telefonia móvel pessoal (tarifação R\$0,31 + tributos por mensagem enviada). Esta promoção foi autorizada pela Caixa Econômica Federal - Certificado de Autorização CAIXA 1-0866/2010.

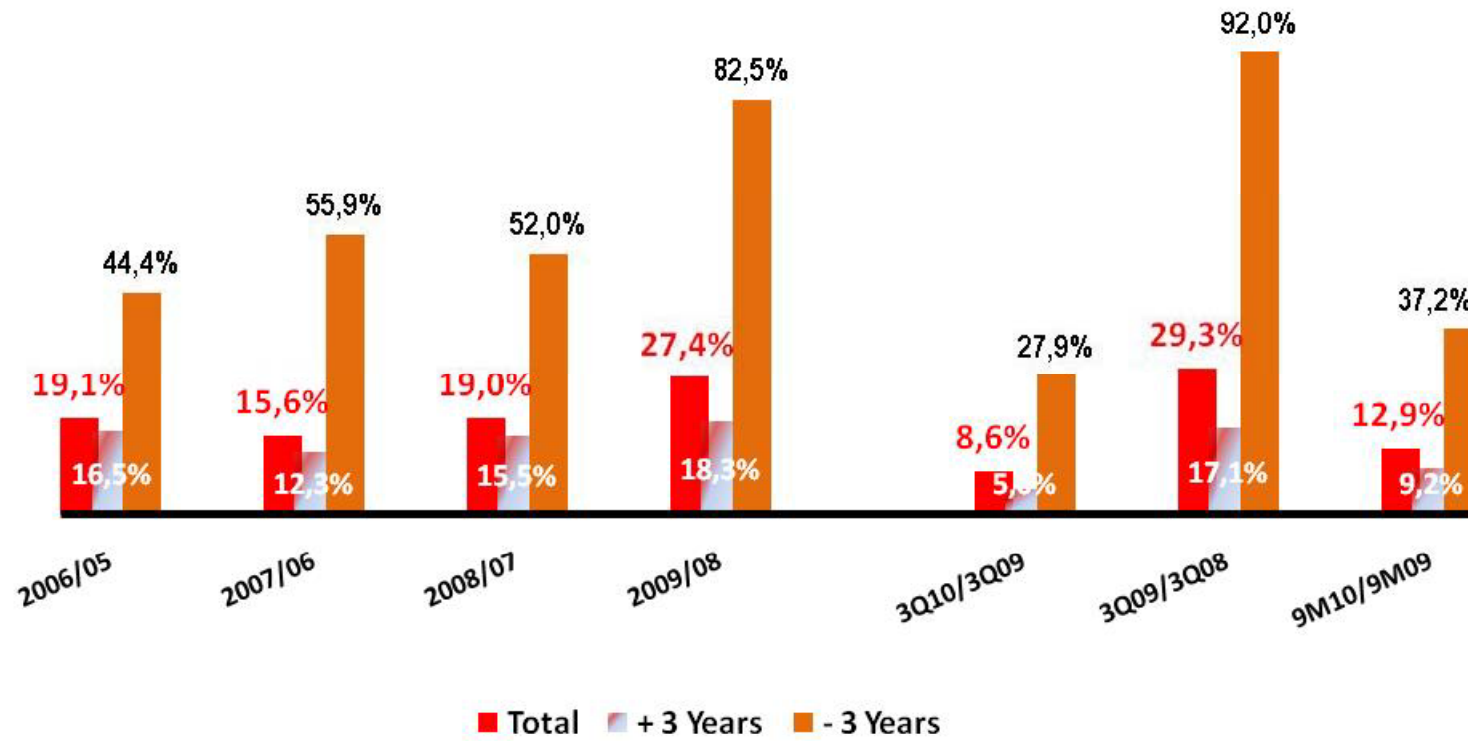


GROSS REVENUE SALES





SAME STORE SALES





DROGASIL: SAME STORE SALES – INDEX ANALYSIS

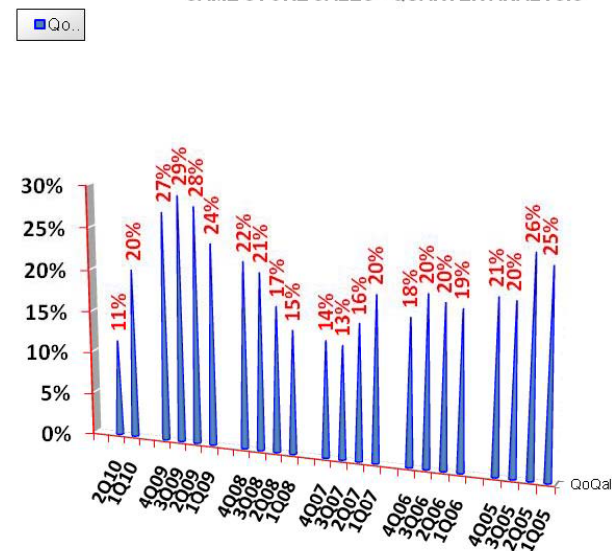
• STORES EOP 2009= 283 STORES

STORES	4Q07	1Q08	2Q08	3Q08	4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12
(+) 3 YEARS.	149	154	159	159	163	167	171	175	179	182	190	205	212	237	245	249	257	260	274	278	286
(-) 3 YEARS	29	28	27	35	47	47	71	72	76	75	80	73	71	51	56	66	70	67	53	49	41
Not Included in the Index	33	33	57	54	46	44	28	31	28	31	31	37	44	39	26	12	0	0	0	0	0
TOTAL	211	215	243	248	256	258	270	278	283	288	301	315	327	327	327	327	327	327	327	327	327
Organic Growth		4	5	5	8	2	13	8	5	5	13	14	12								
Closed			1				1						1								

Obs.:

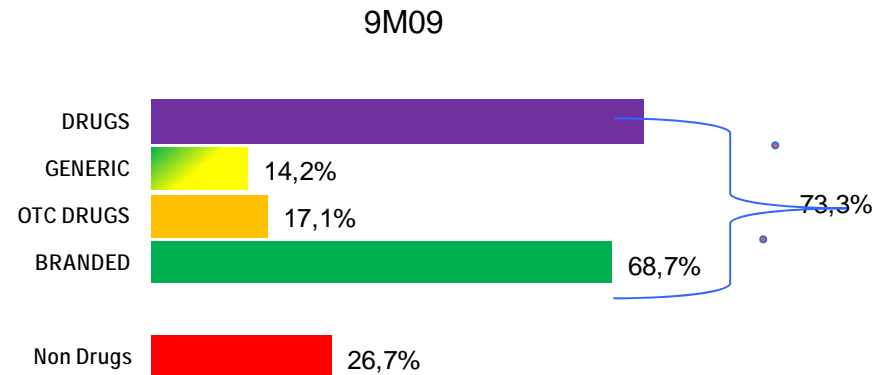
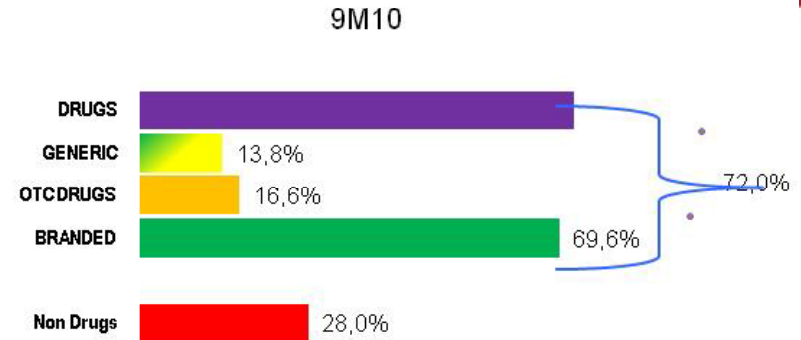
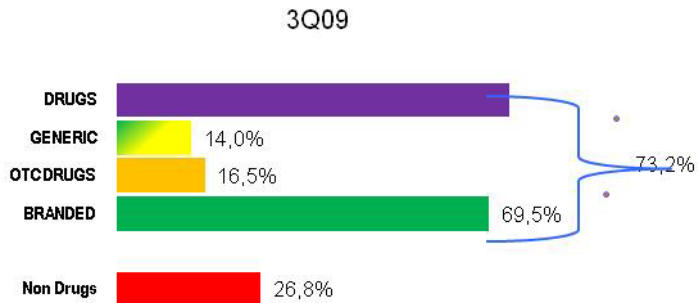
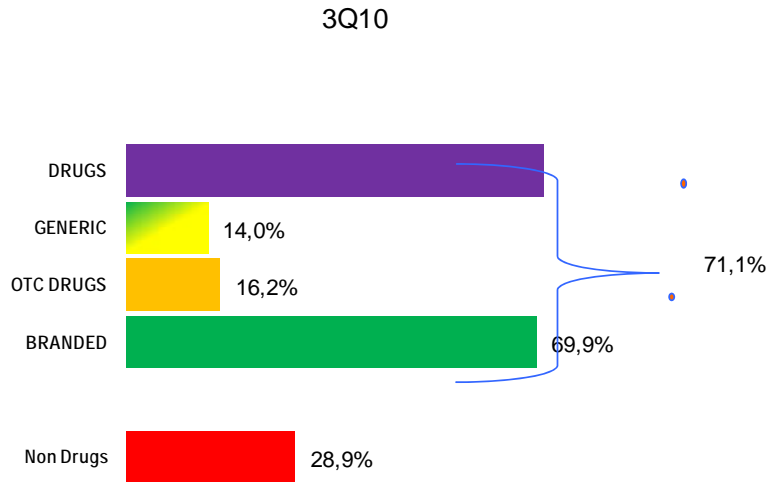
- Vison Stores included as of April/2008.

SAME STORE SALES - QUARTER ANALYSIS





GROSS SALES BREAKDOWN

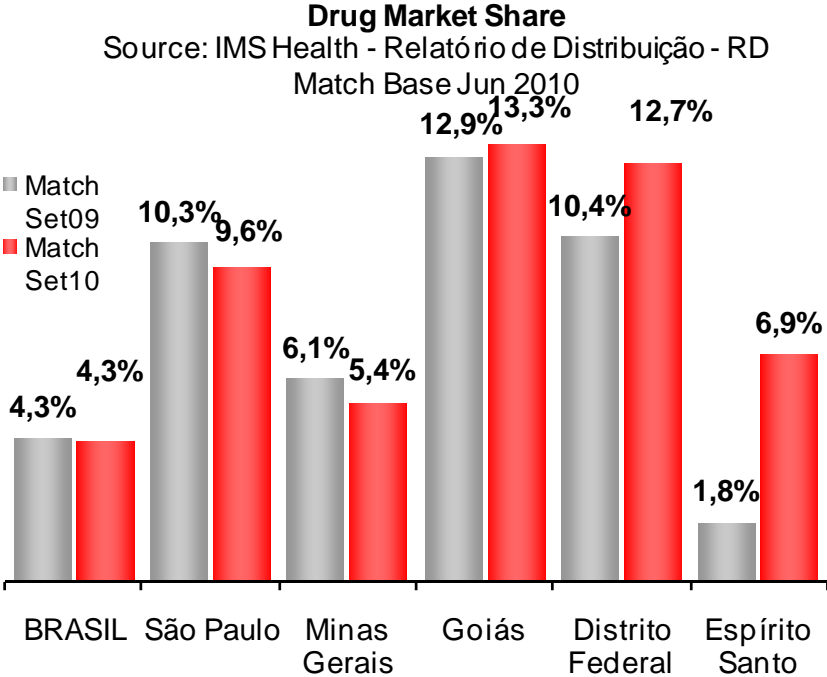


Comparative Growth Rates Drogasil & ABRAFARMA

	DROGASIL		Market	
	3T10 / 3T09	3T10 / 3T09	9M10 / 9M09	9M10 / 9M09
total sales	13,2%	16,6%	18,2%	18,0%
DRUGS	10,0%	15,0%	16,1%	17,1%
GENERIC	10,3%	21,0%	12,4%	20,9%
Non DRUGS	22,1%	20,9%	23,9%	20,2%



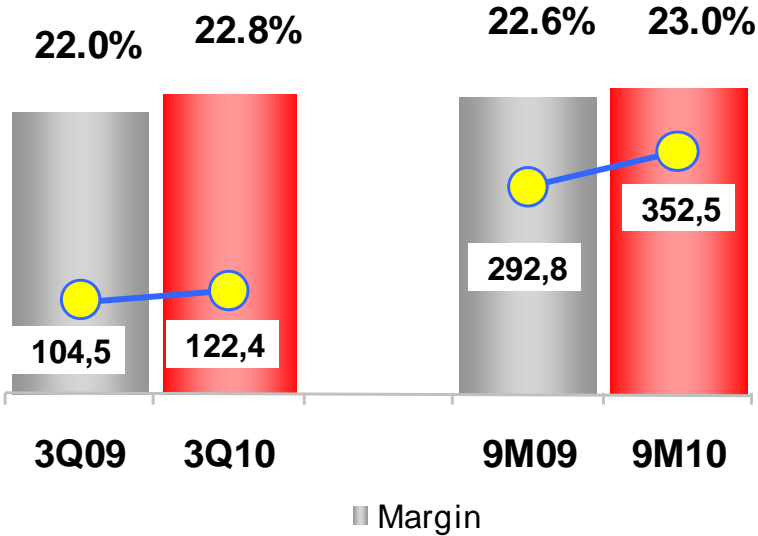
DRUG MARKET SHARE





GROSS MARGIN

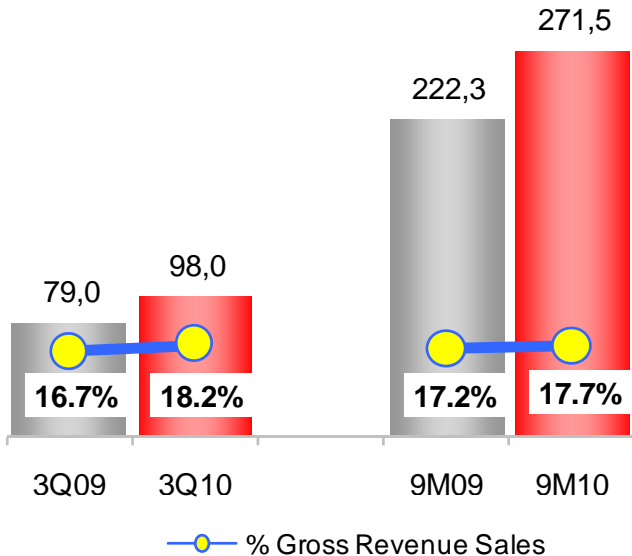
Gross Profit - R\$ Millions
 Gross Margin % Gross Revenue





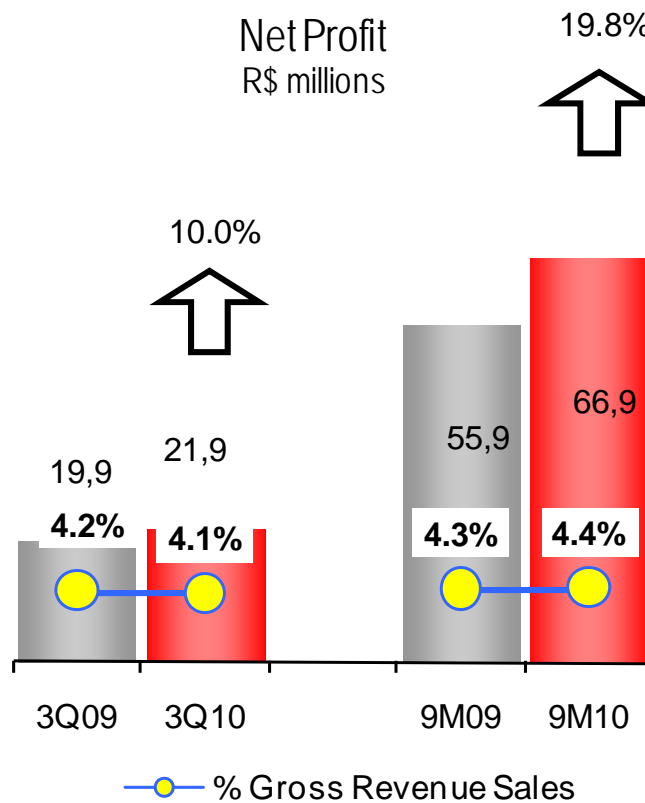
S.G.A.

S.G.A. (with Board Fees)
R\$ millions



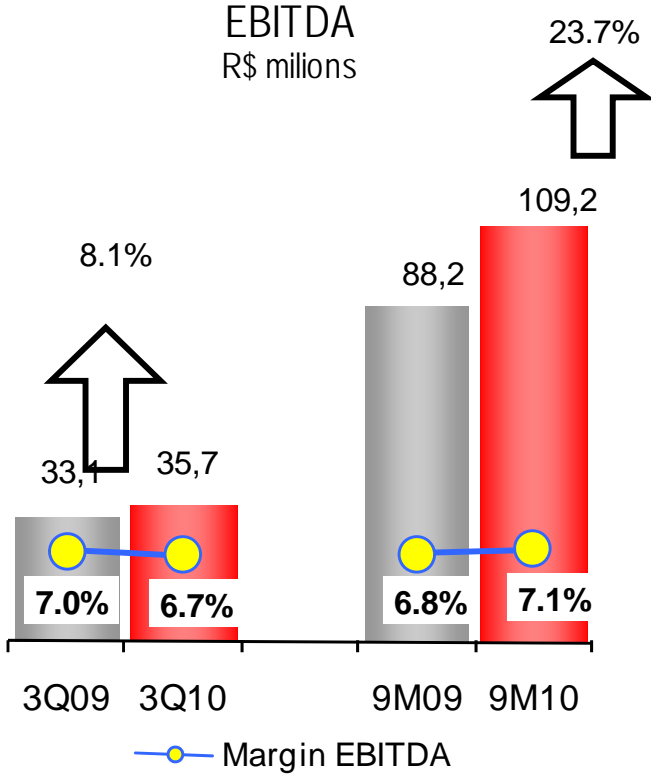


NET PROFIT



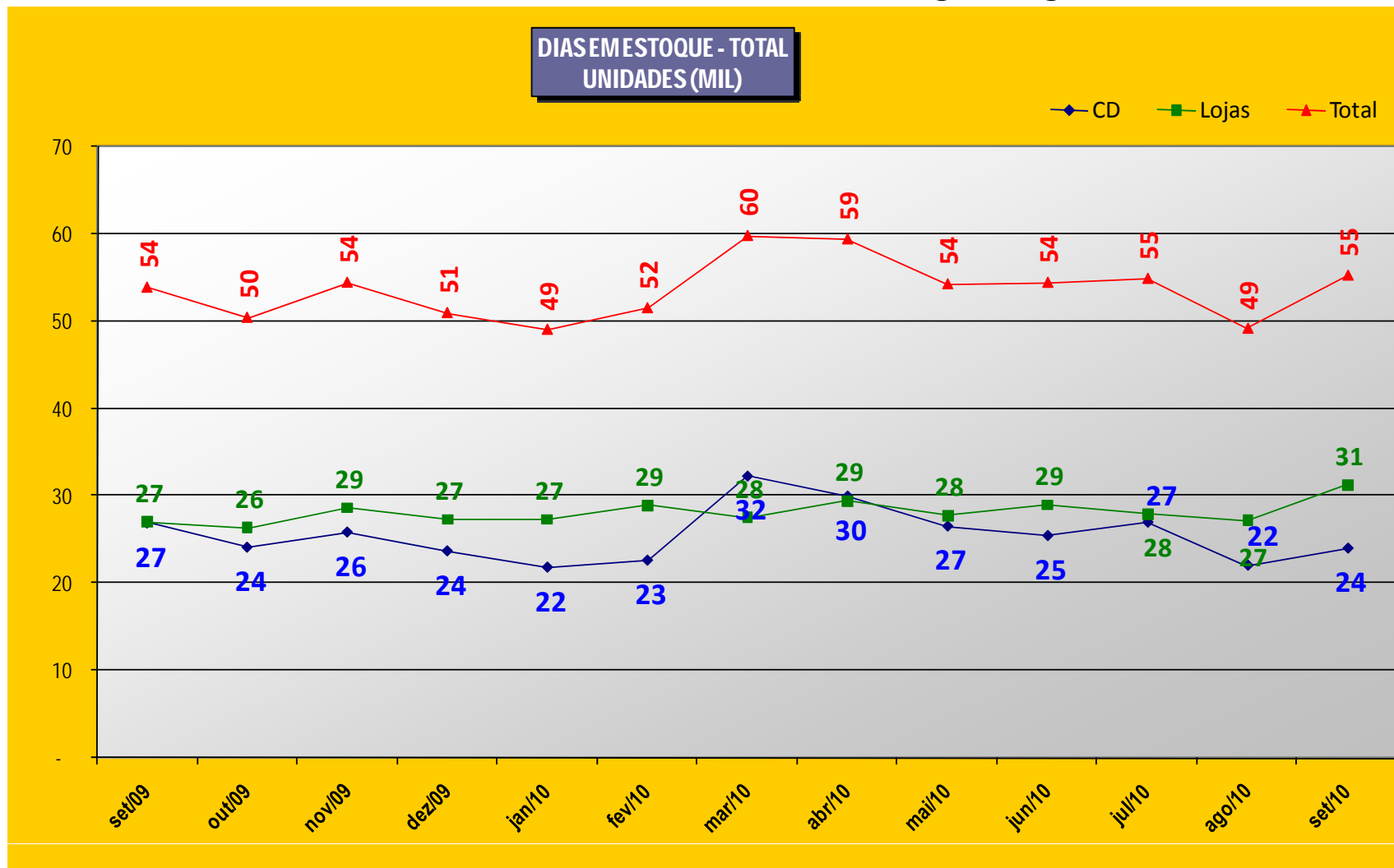


EBITDA





WORKING CAPITAL : Inventory Days(1/2)



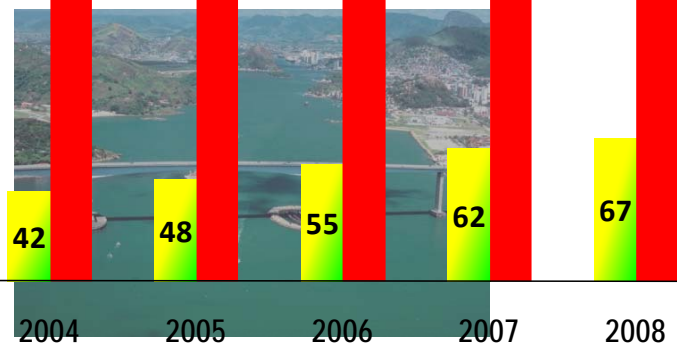
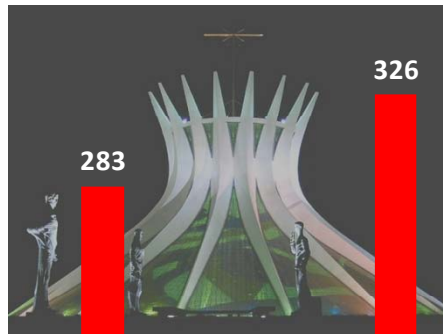


WORKING CAPITAL(2/2)

	9M10	3T 10	2T 10	9M09	3T 09	2T 09						
<i>Rec. Bruta Vendas</i>	1.530.140	536.856	513.348	1.294.858	474.073	441.377						
<i>Vendas Líquidas</i>	1.469.010	514.690	492.949	1.246.175	456.017	425.228						
Ativo Corrente	S/ Vd Bruta		S/ Vd Bruta		S/ Vd Bruta		S/ Vd Bruta					
Cheques a Receber	3.922	0,3%	3.922	0,7%	4.249	0,8%	5.073	0,4%	5.073	1,1%	5.177	1,2%
<i>cheques</i>	3.329		3.329	0,6%	3.665	0,7%	3.976		3.976		4.090	
<i>cheques devolvidos</i>	593		593	0,1%	584	0,1%	1.097		1.097		1.086	
Cartões de Crédito e Débito	97.186	6,4%	97.186	18,1%	94.277	18,4%	83.943	6,5%	83.943	17,7%	79.032	17,9%
<i>cartões de crédito e débito</i>	97.186		97.186	18,1%	94.277	18,4%	83.943		83.943		79.032	
<i>(-) provisão para taxas de cartões</i>	-		-	0,0%	-	0,0%	-		-		-	
Outros	7.607	0,5%	7.607	1,4%	7.252	1,4%	6.561	0,5%	6.561	1,4%	6.743	1,5%
<i>(-) Provisão p/ Crédito de Liq. Duvidos</i>	(511)	0,0%	(511)	-0,1%	(503)	-0,1%	(914)	-0,1%	(914)	-0,2%	(906)	-0,2%
Impostos a Recuperar	55.336	3,6%	55.336	10,3%	51.142	10,0%	40.608	3,1%	40.549	8,6%	34.156	7,7%
<i>ICMS</i>	40.495	17.232,00	40.495	7,5%	36.258	7,1%	40.452		40.452		31.524	
<i>IMPOSTOS A RECUPERAR</i>	14.739		14.739	2,7%	14.739	2,9%	59					
<i>IRPJ e CSL</i>	3		3	0,0%	43	0,0%	-		-		-	
<i>Outros</i>	99		99	0,0%	101	0,0%	97		97		2.632	
Imposto de Renda e C. Social Diferido	5.245	0,3%	5.245	1,0%	5.119	1,0%	5.509	0,4%	5.509	1,2%	5.375	1,2%
Estoques	257.457	16,8%	257.457	48,0%	244.846	47,7%	230.639	17,8%	230.639	48,7%	217.578	49,3%
Passivo Corrente												
Fornecedores	169.567	11,1%	169.567	31,6%	137.466	26,8%	156.525	12,1%	156.525	33,0%	126.308	28,6%
Impostos, Taxas e Contribuições	15.907	1,0%	15.907	3,0%	19.195	3,7%	15.792	1,2%	15.792	3,3%	17.040	3,9%
ICMS	5.751		5.751	1,1%	5.348	1,0%	4.860		4.860		6.025	
IRPJ e CSL	8.036		8.036	1,5%	10.748	2,1%	8.557		8.557		9.129	
Outros	2.119		2.119	0,4%	3.099	0,6%	2.375		2.375		1.887	
Salários e Encargos Sociais	35.332	2,3%	35.332	6,6%	29.377	5,7%	33.926	2,6%	33.926	7,2%	28.384	6,4%
Aluguéis	3.805	0,2%	3.805	0,7%	3.396	0,7%	3.055	0,2%	3.055	0,6%	2.983	0,7%
Luvas Comerciais	150	0,0%	150	0,0%	158	0,0%	849	0,1%	849	0,2%	549	0,1%
Ativo Corrente	426.242		426.242		406.381		371.418		371.359		347.156	
Passivo Corrente	224.760		224.760		189.592		210.146		210.146		175.265	
W.L.>	201.482	13,2%	201.482	37,5%	216.788	42,2%	161.272	12,5%	161.213	34,0%	171.891	38,9%
Cap. Giro Adicional >	32.274	2,1%	(15.306)	-2,9%	10.999	2,1%	631	0,0%	(10.678)	-2,3%	12.964	2,9%
Receber	19		18		18		20		18		18	
Estoques	62		59		60		65		59		61	
Fornecedores	41		39		34		44		40		35	
Icms	13		13		12		11		10		9	
Ciclo de Caixa	54		51		57		52		47		53	



DROG3: ONGOING INITIATIVES



■ Cities



■ Qty Stores





INVESTOR RELATIONS DEPT

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DROG3- 3Q 2010

