

About GBT

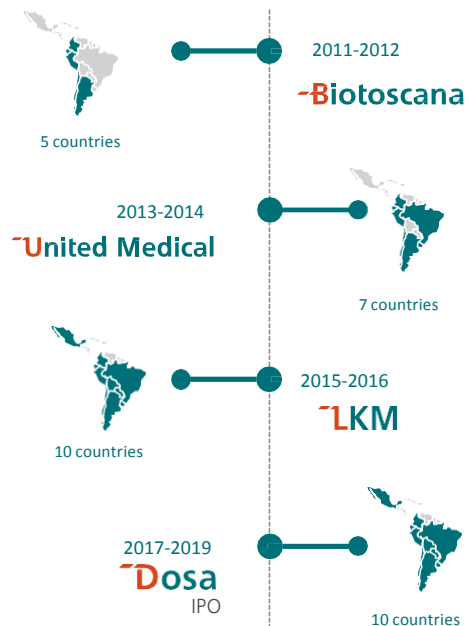
GBT Grupo Biotoscana is a biopharmaceutical group that operates in the Latin American region and focuses on specialty market segments such as infectious diseases, oncology and onco-hematology, special treatments, immunology and inflammation and orphan/rare diseases. GBT is currently present throughout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

Ticker: GBIO33



-Biotoscana -United Medical -LKM -Dosa

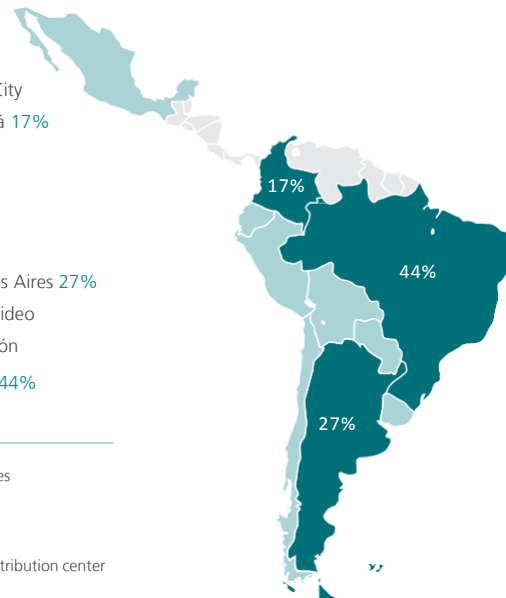
Our history



Platform in Latin America

(% of 2018 net revenues)

Mexico, Mexico City
 Colombia, Bogotá 17%
 Ecuador, Quito
 Peru, Lima
 Bolivia, La Paz
 Chile, Santiago
 Argentina, Buenos Aires 27%
 Uruguay, Montevideo
 Paraguay, Asunción
 Brazil, Sao Paulo 44%



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

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 partner-ships with leading global players.
- Track record of profitable growth in Latin America.
- Experienced management team and strong private equity sponsorship.

2018 Highlights

- Contract extension with Gilead: 15 different molecules, including pipeline of HIV, Hep C and B and antifungals for the Andean region
- Cresemba® approved in Peru, Argentina, Mexico, Chile and Ecuador; under registration in Brazil, Bolivia and Colombia
- New products ahead of plan: Abraxane® and Halaven® with faster uptake, Lenvima® launched earlier and with better prospects
- More than 90 products to be launched in 2018/2019

Key metrics

(2018 results | BRL million)

- Net revenues: BRL 821.0 | Constant currency growth of 10.1% YoY
- Gross margin: 51.4% | -236 bps YoY
- Adjusted EBITDA: BRL 184.5 | Constant currency growth of 12.3% YoY
- Adjusted EBITDA margin: 22.5% | -193 bps YoY
- Adjusted net income: BRL 96.0 | Growth of 42.0% YoY

Therapeutic areas

(% of 2018 gross revenues)

- Onco & onco-hematology 37%
- Infectious diseases 32%
- Specialty treatments and I&I 12%
- Orphan & rare diseases 18%

Portfolio takeaways

• Onco & onco-hematology

Abraxane® (nanoparticle albumin bound paclitaxel) Paclitaxel protein-bound particles prescribed for mBc, locally advanced NSCLC, and metastatic adenocarcinoma of the pancreas as 1st line treatment in combination with gemcitabine. Already launched in Mexico and Brazil.

Halaven® (epidolimus injection) FDA/EMA and ANVISA approved for metastatic breast cancer and liposarcoma. Only single-agent chemotherapy with a significant OS benefit in pretreated mBc. Launched in Brazil. Expected to be launched in Argentina in 2019.

LENVIMA® (lenvatinib capsules) FDA/EMA and ANVISA approved for DTC, RCC and HCC. GBT owns marketing authorization for all Latin America, except Mexico. Launched in Brazil. Expected to be launched in Argentina in 2019.

Vidaza® (azacitidine for injection) Azacitidine indicated for the treatment of patients with several myelodysplastic syndrome types. Launched in Brazil in 2010. Possibility of generic entry in 2019.

• Infectious diseases

AmBisome® (amphotericin B liposomal) Amphotericin B liposome prescribed for the empiric treatment of systemic fungal infections caused by Aspergillus and Candida species. Launched in Brazil in 1999. To be launched in Peru, Bolivia and Paraguay.

CRESEMBA® FDA/EMA and ANMAT approved for the treatment of invasive aspergillosis and mucormycosis for whom amphotericin B is inappropriate. Expected to be launched in 2019/2020: ARG, BRA, CHI, MEX & PER.

EPCLUSA® (efavirenz/tenofovir disoproxil fumarate/abacavir diphosphate) Contract extension signed in 2Q18 to include 15 existing products from anti-infective franchise (HIV, HCV, antifungal) for 5 countries (COL, PER, ECU, BOL, PAR). Besides GBT's proprietary products sold in several countries.

• BGx

LKM Dosa® Branded generics products in two therapeutic lines: oncology and respiratory with presence in all countries, except Mexico and Brazil and 5 new products to be developed in 2019.

Selected Partners



Ownership structure

GBT Grupo Biotoscana

- Advent International 27.7%
- Essex Woodlands 16.9%
- Guttman and Friedlander families 7.1%
- Management 0.3%
- Free Float¹ 48.0%
- Total Shares: 106,622,306

¹Free float includes treasury shares

Management team



Federico Wintour
Chief Executive Officer



Claudio Coracini
Country Manager Brazil



Raquel Balsa
Chief Financial Officer



Eduardo Epstein
Head of Medical Affairs &
Country Manager Argentina



Renato De Giorgi
EVP, Business Development



Julieta Serna
EVP, Latam



Melissa Angelini
Communication & IR Director



Mario Malaspina
Operations Director



Joaquin Mandachain
PMO

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