



2007 Fourth Quarter and Full Year Earnings Results

February 29, 2008

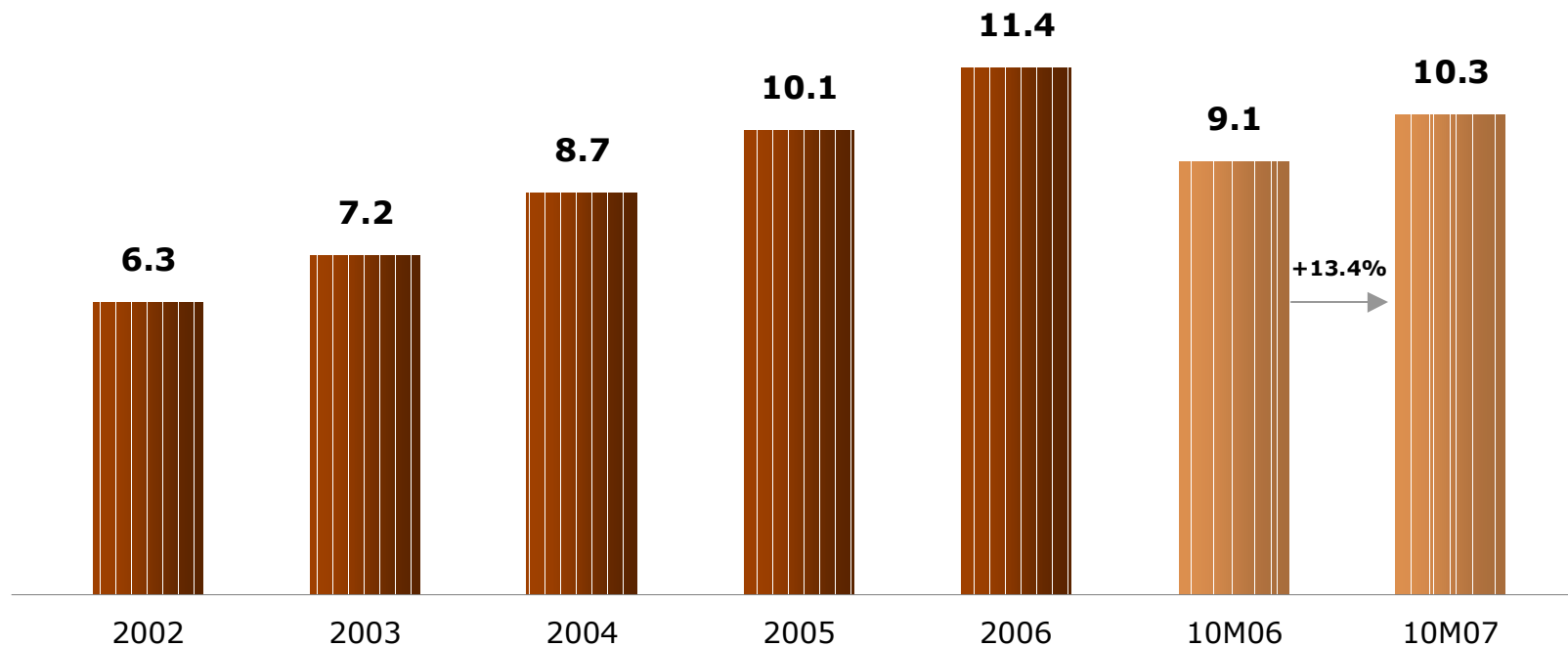


CF&T core market – Brazil



> Core Market¹ – Net Revenues (R\$ billion, nominal)

CAGR (2002-2007) = 15.5%

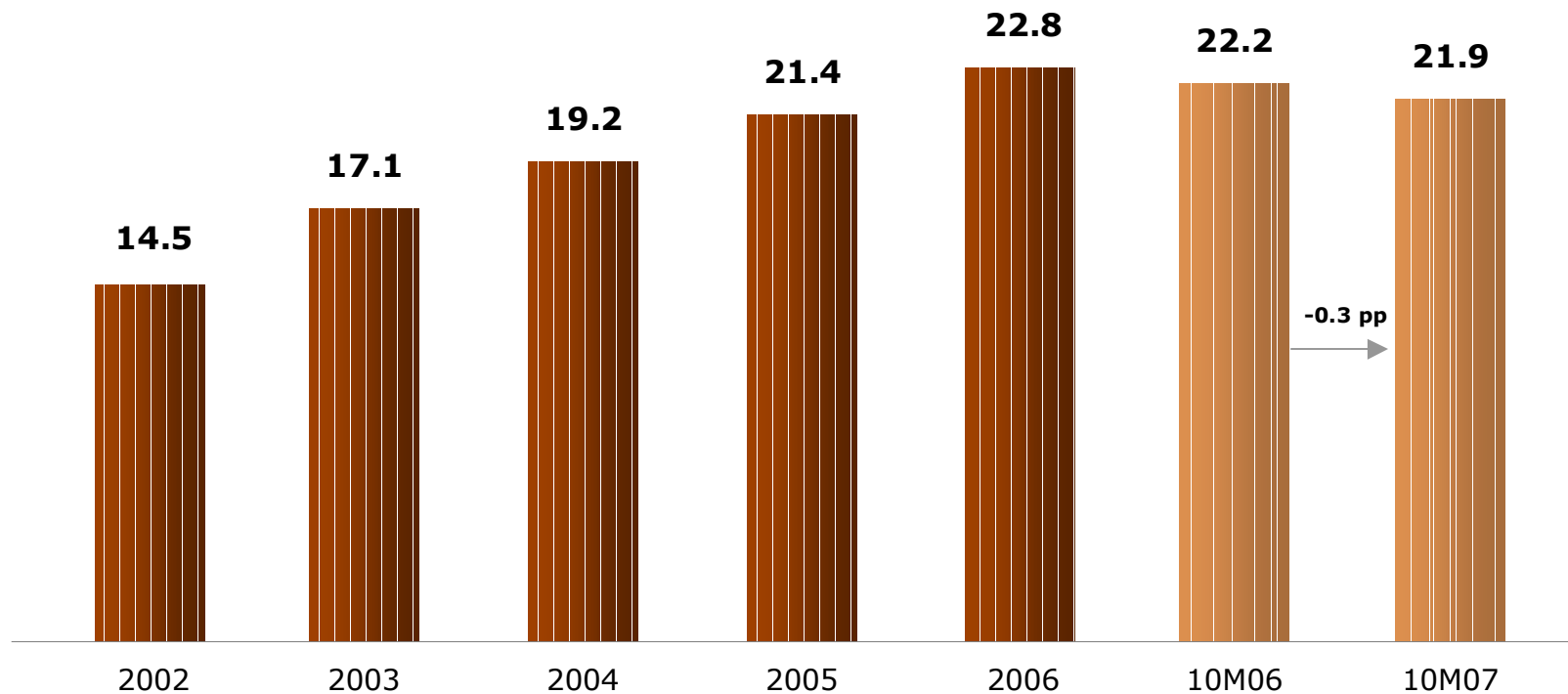


(1) Core market: Skin care, sunscreen, makeup, fragrances, hair care, shaving products and deodorant - excludes diapers, nail polishes, sanitary pads, hair dyes and oral hygiene. **Source: Sipatesp / ABHIPEC.**

market share – Brazil



> Natura's Market Share in the Core Market¹ (%)



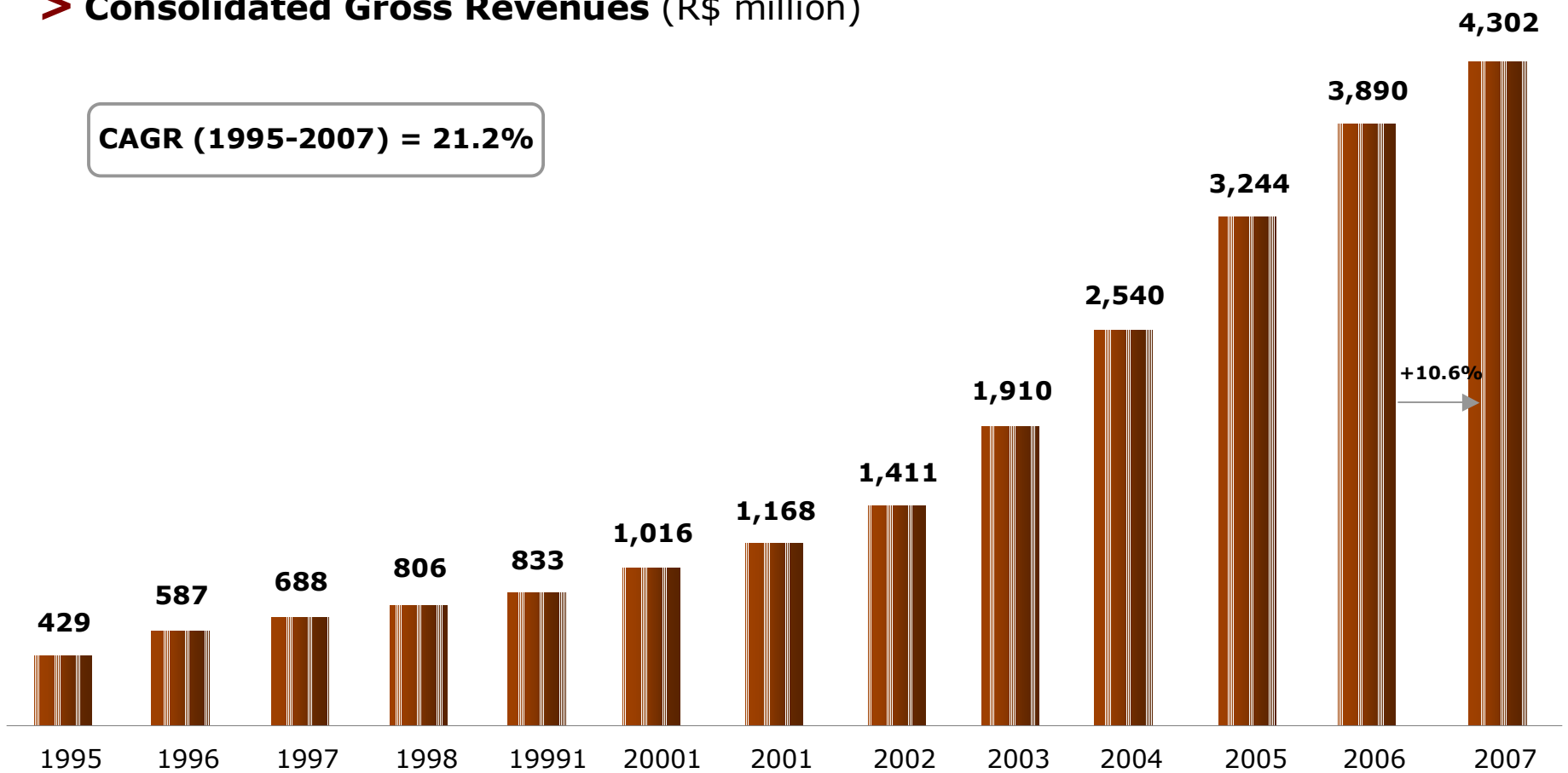
(1) Core market: Skin care, sunscreen, makeup, fragrances, hair care, shaving products and deodorant - excludes diapers, nail polishes, sanitary pads, hair dyes and oral hygiene. **Source: Sipatesp / ABHIPEC.**

consolidated gross revenues



> Consolidated Gross Revenues (R\$ million)

CAGR (1995-2007) = 21.2%

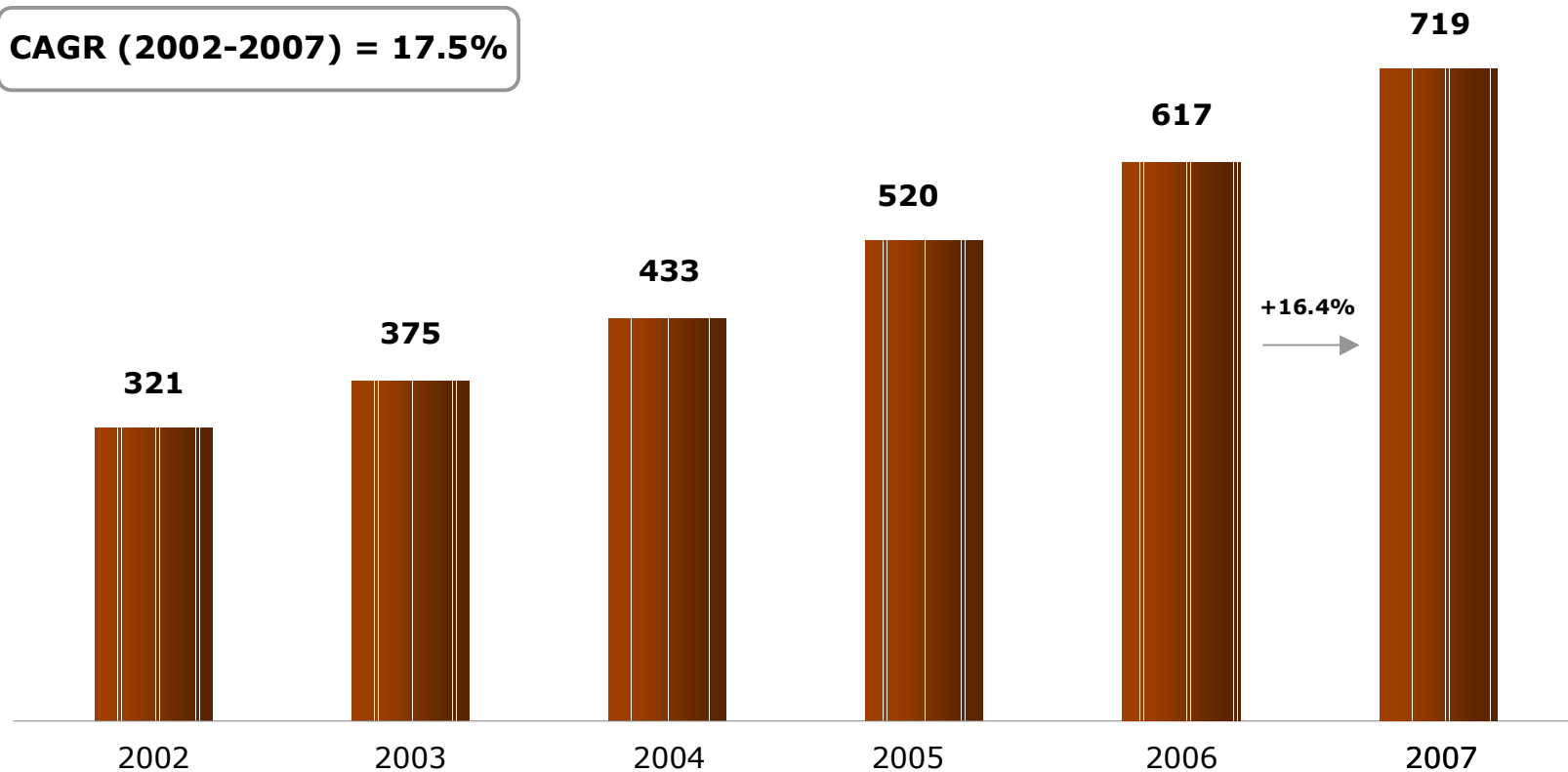


consolidated number of consultants



> Total Number of Consultants¹ (thousands)

CAGR (2002-2007) = 17.5%

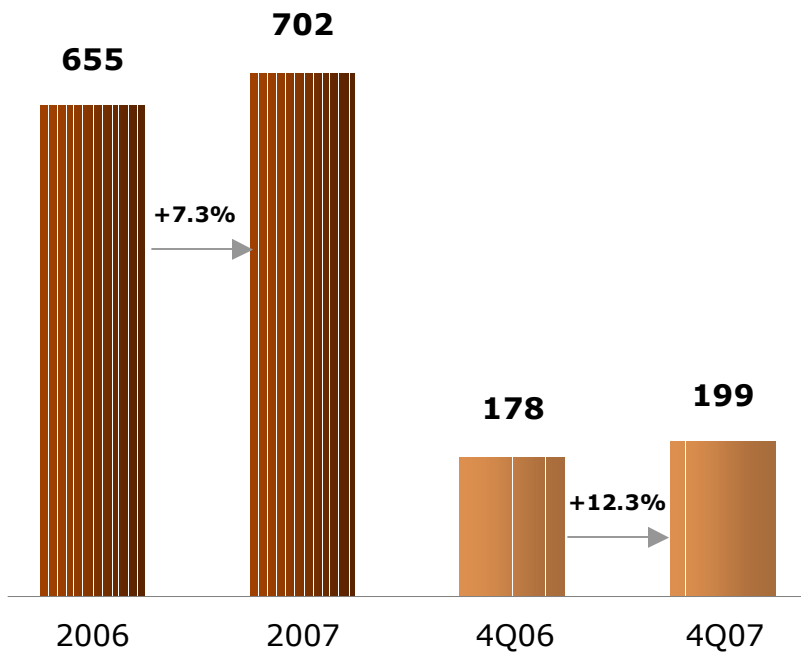


(1) Consultants in Argentina, Brazil, Chile, Peru, Mexico, Venezuela and Colombia.

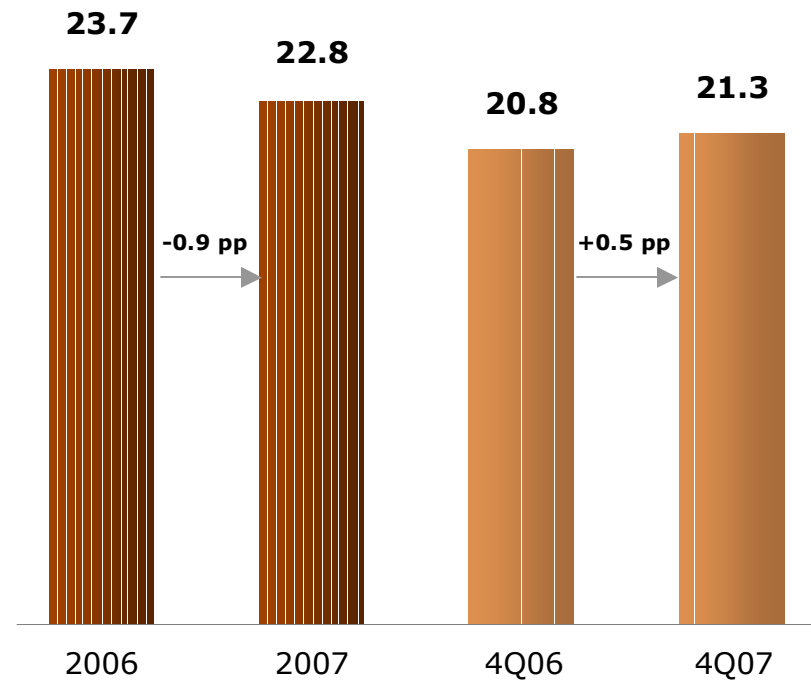
consolidated Ebitda



> EBITDA – (R\$ million)



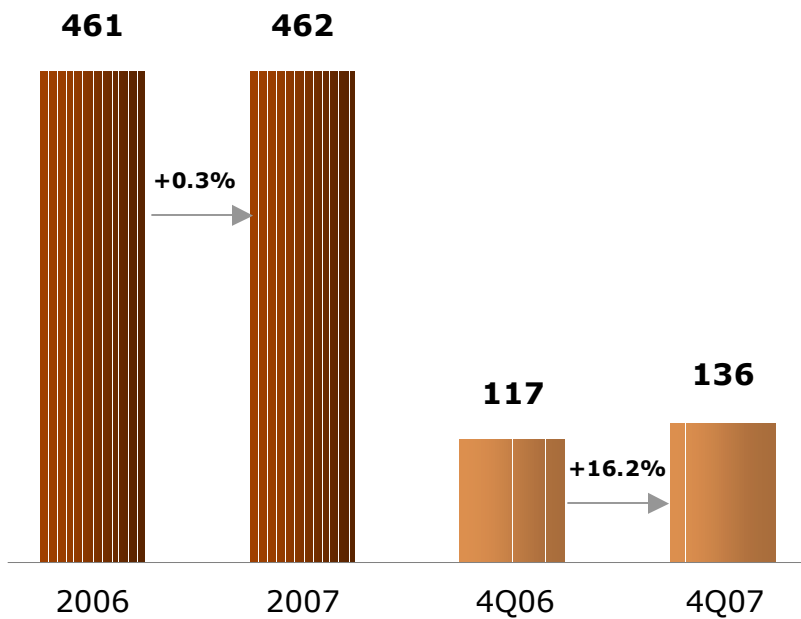
> EBITDA margin – (%)



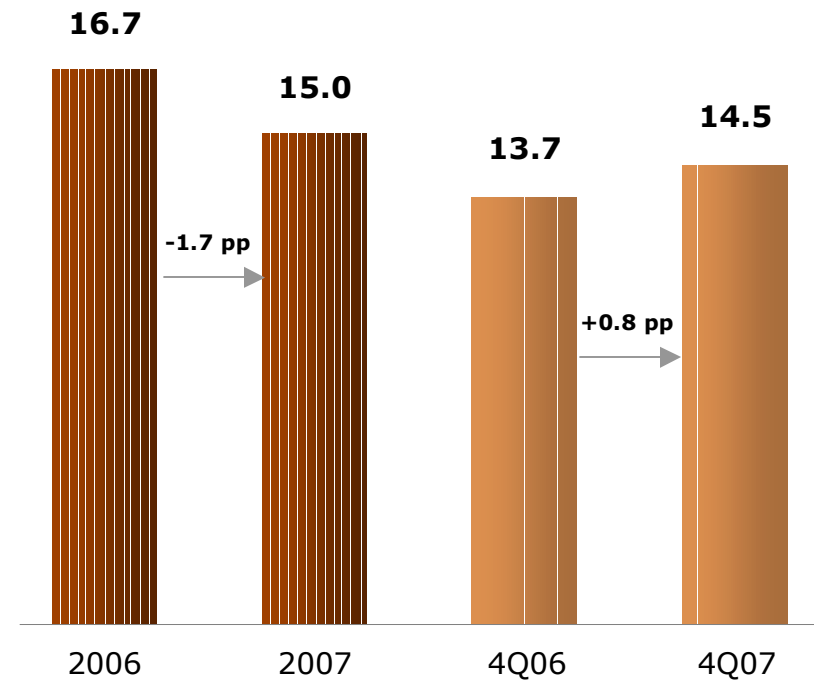
consolidated net income



> Net income – (R\$ million)



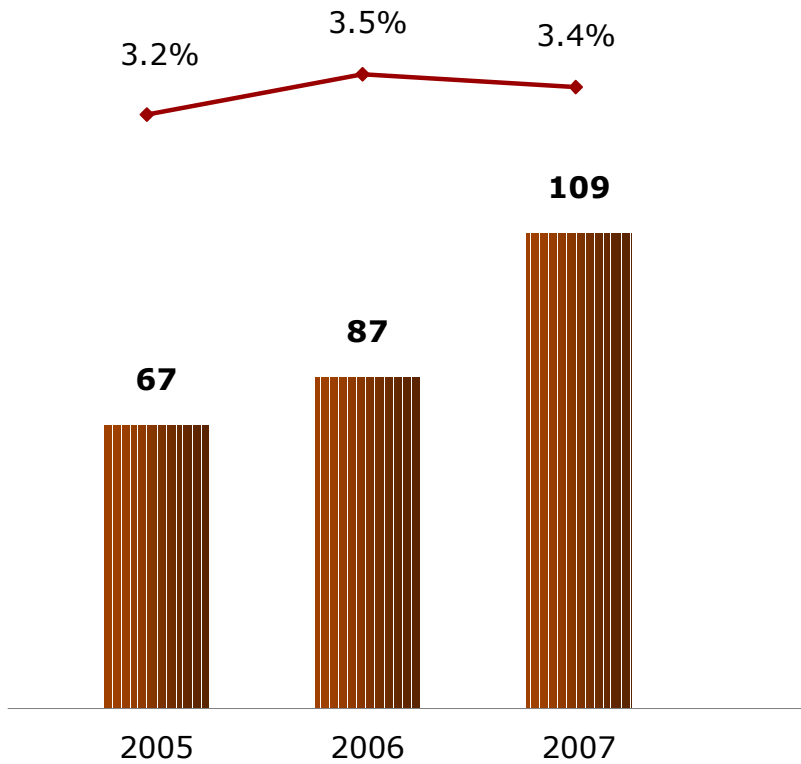
> Net income margin – (%)



innovation

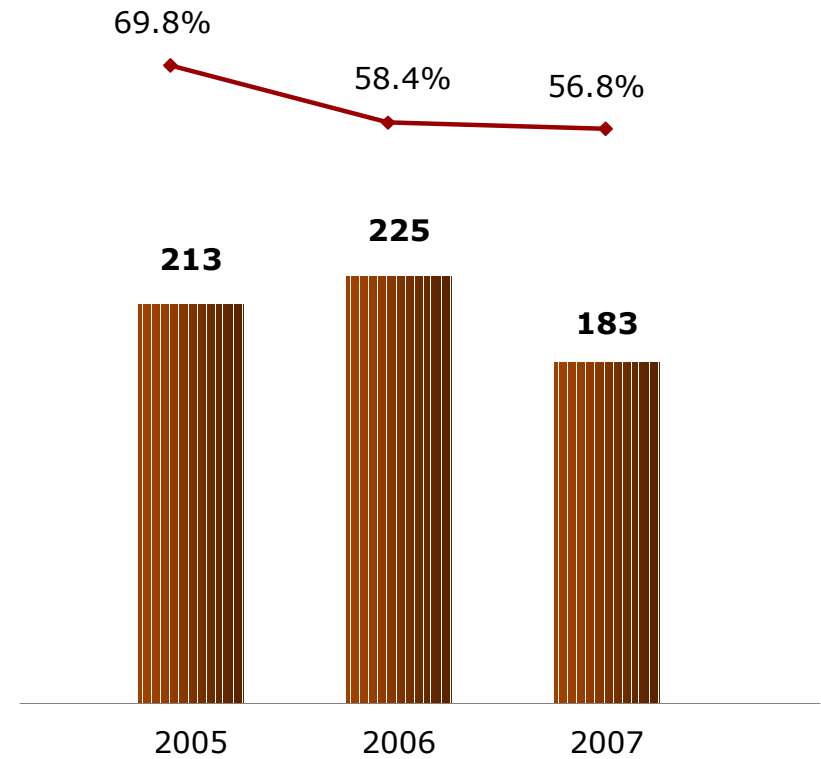


> Investments in Innovation – (R\$ million)



— % of net revenues Investments in innovation

> Number of New Products and Total Innovation Index – innovation + improvements

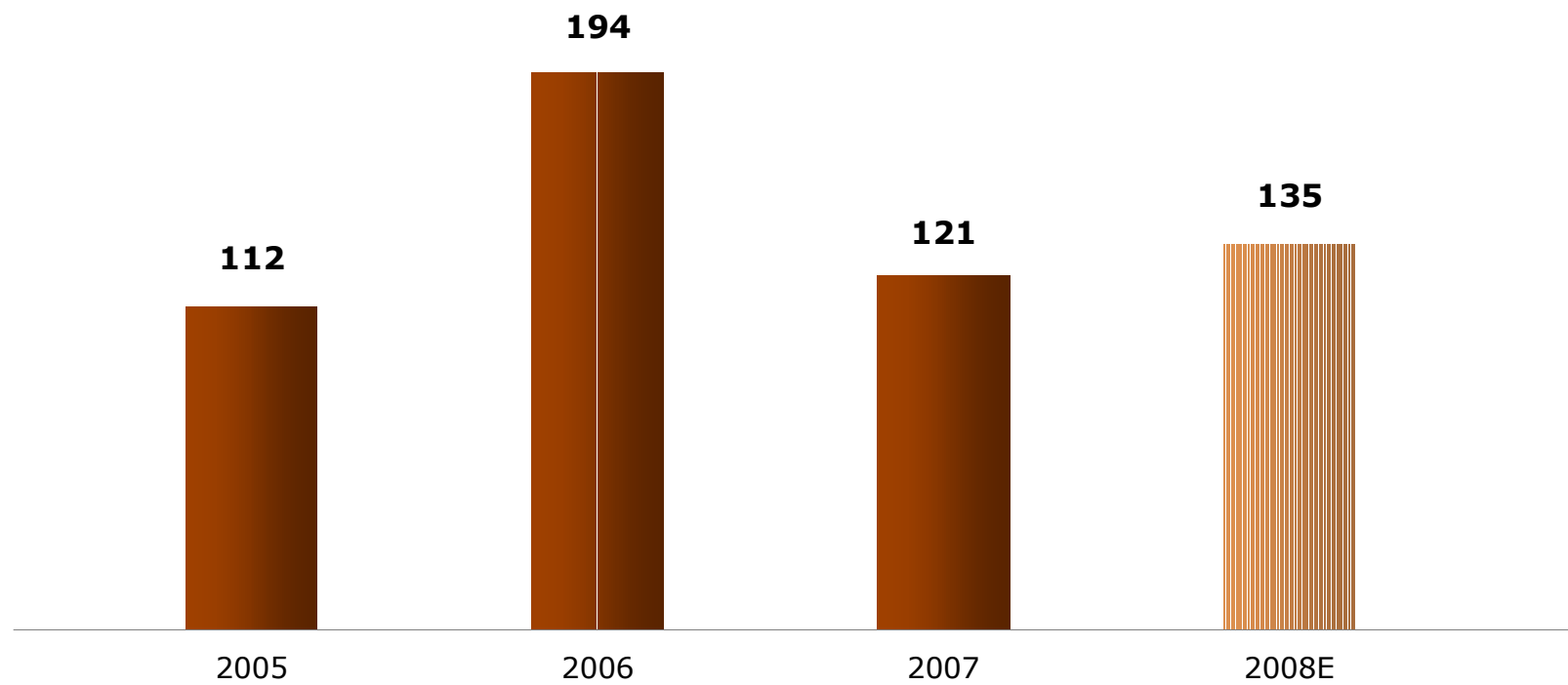


— Total innovation index Number of new products

CAPEX



> **CAPEX** (R\$ million)



consolidated cash flow *pro forma*



> Consolidated cash flow *pro forma* (R\$ million)

	2007	2006	Change %
Net income	462.3	460.8	0.3
(+) Depreciation and amortization	74.9	54.6	37.2
Internal cash generation	537.2	515.4	4.2
Operating working capital ¹	(209.1)	(73.1)	186.2
Other assets and liabilities ²	(46.6)	(46.7)	(0.1)
Operating cash generation	281.4	395.6	(28.9)
Capex	(120.9)	(193.6)	(37.5)
Free cash flow	160.5	202.0	(20.5)

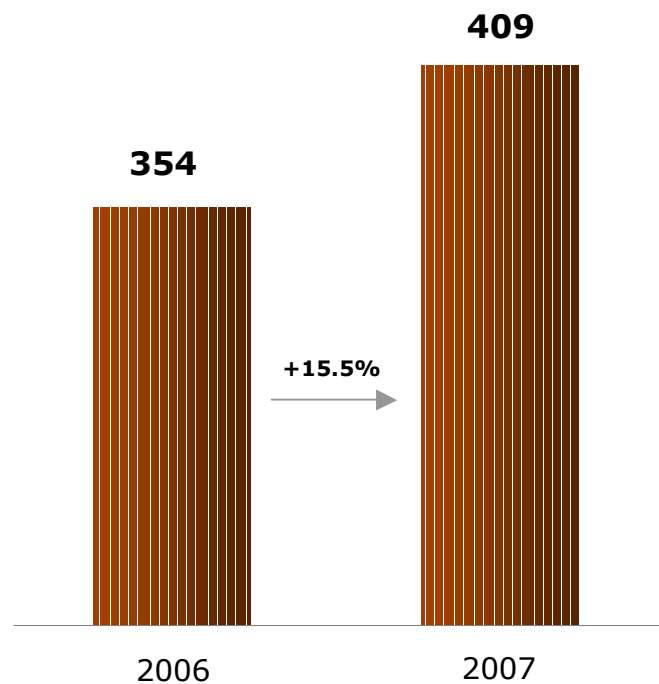
(1) Assets – Accounts receivable, inventories and recoverable taxes short term. Liabilities - suppliers, salaries, profit sharing and related charges, taxes payable, provisions and accrued freight.

(2) Assets - Advances to employees and suppliers, short term deferred income tax and social contribution, other credits and long term receivables. Liabilities: other short and long term payables and reserve for taxes, civil and labor contingencies

dividends and interest on capital



> Dividends and Interest on Capital, net (R\$ million)



Pay-out 2007

Net income	89%
Free cash flow	255%

Dividends + Interest on capital, net, per share

2005	R\$ 0.74
2006	R\$ 0.83
2007	R\$ 0.95

Carbon neutral – Over the next five years, we will reduce our emissions throughout the productive chain by 33%, and, starting in 2008, we will compensate for Natura’s 2007 emissions.

Organic alcohol – In 2007, we started replacing common alcohol used in our products to organic alcohol, prioritizing the use of natural resources instead of chemical inputs.

Vegetable Oil – We continue making progress in the substitution of animal and oil-made components by vegetable ones in our products.

These initiatives can be evidenced in our **Environmental Table**, an initiative started in 2007. Based on the nutrition facts table, which is mandatory for food products, we have made available on the packages and on the Internet six indicators detailing the origin and destination of the materials used in our products.

Refills – Participation of refills over total billed items grew from 19.8% in 2006 to 21.4% in 2007, above the target of 20% for the period.

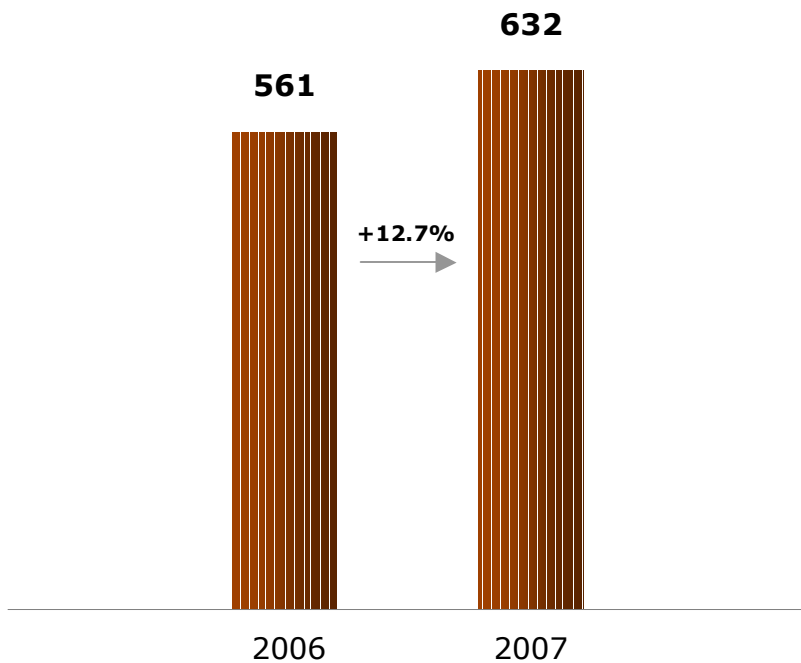


attachments

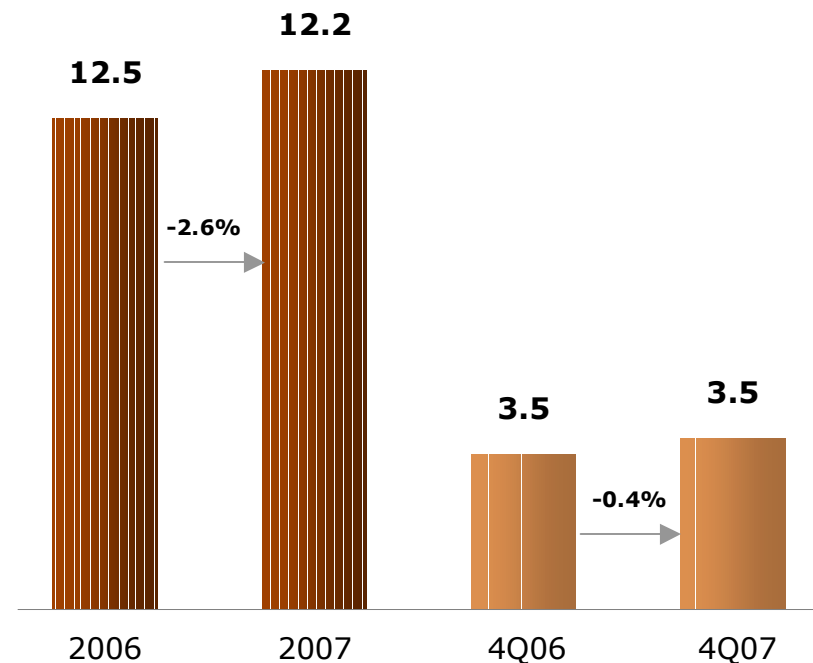
sales channel – Brazil



> Consultants in Brazil¹ – (thousands)



> Productivity in Brazil (R\$ thousand per average active consultant)

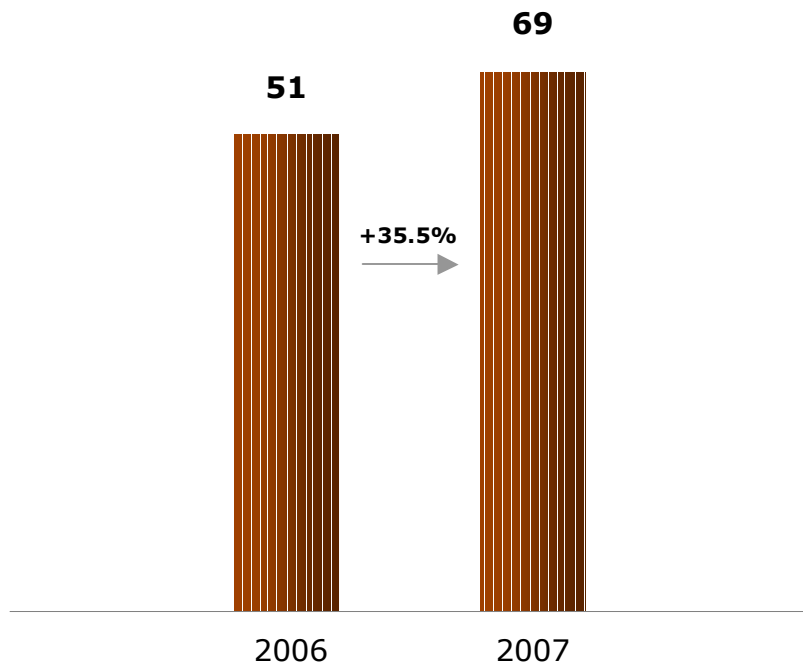


(1) Number of consultants at the end of the 17th sales cycle.

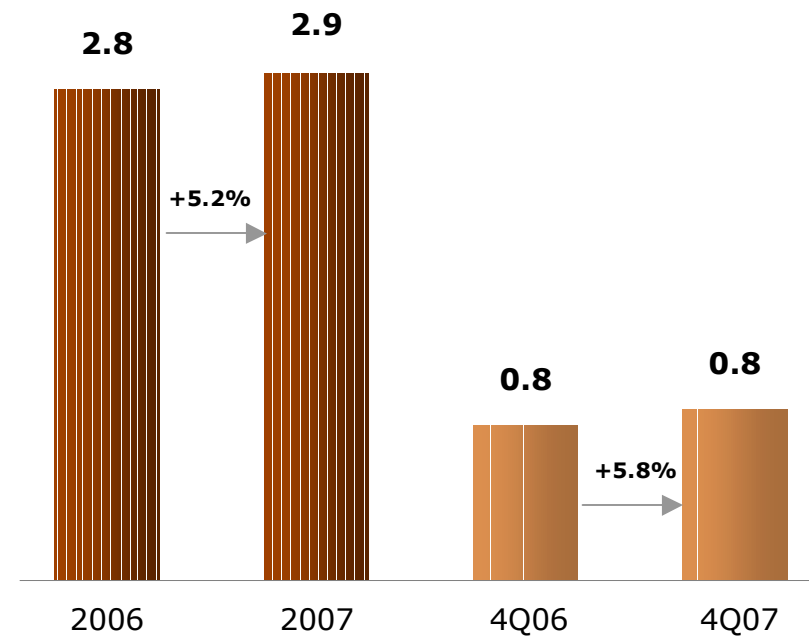
sales channel – operations under consolidation



> Consultants in Argentina, Chile and Peru¹ (thousands)



> Productivity (US\$ thousand per average active consultant)

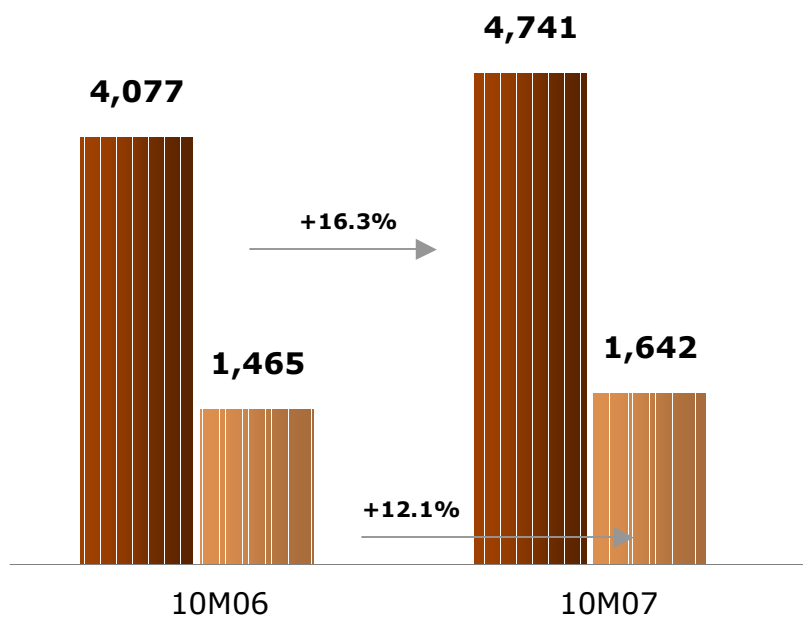


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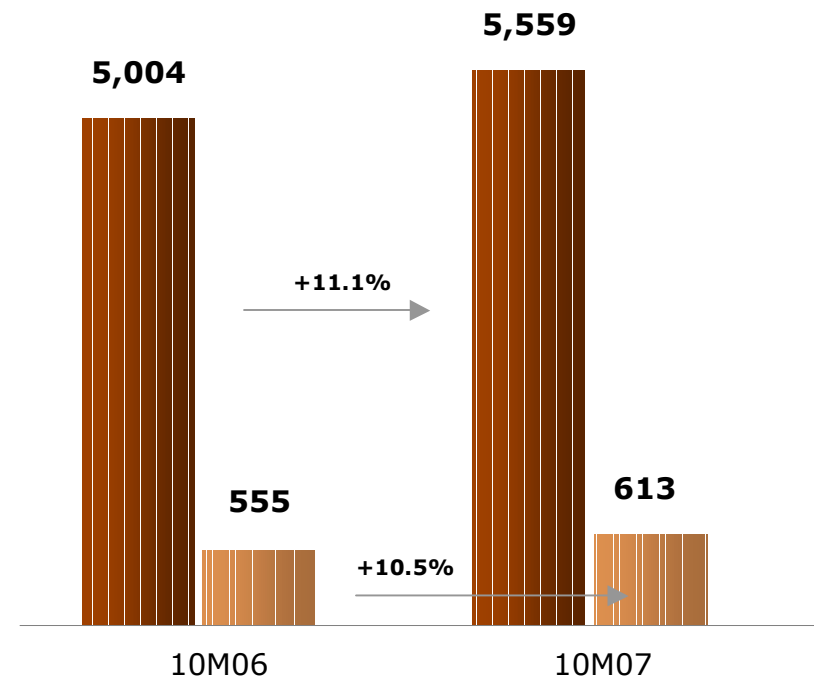
CF&T core market – Brazil net revenues per category



> Cosmetics and Fragrances – (R\$ Million)



> Toiletries – (R\$ million)



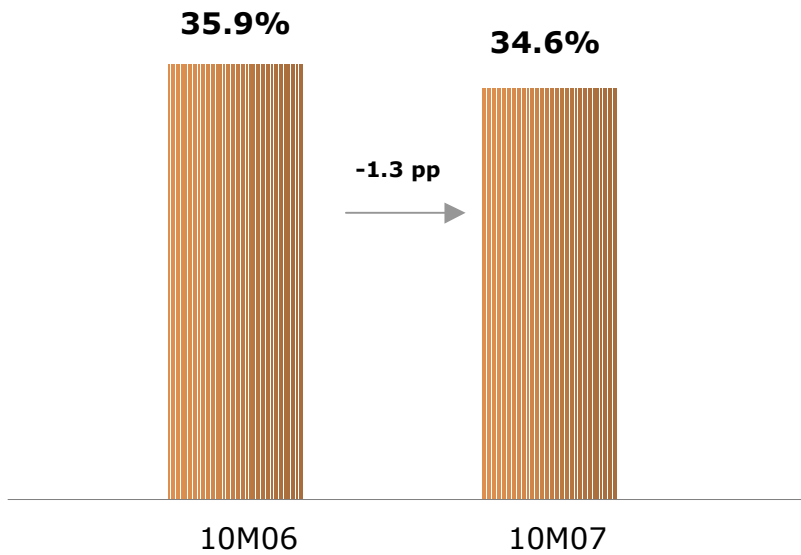
■ Market ■ Natura

CF&T core market – Brazil

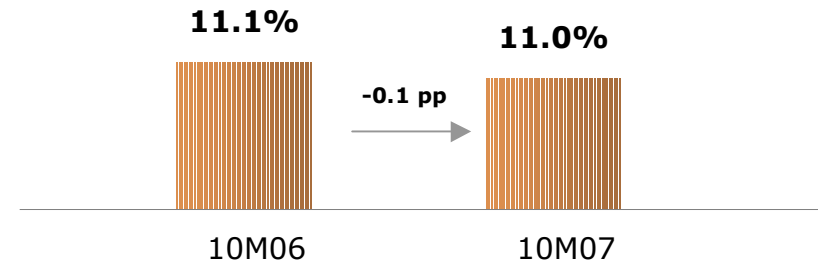
Natura's market share per category



> Cosmetics and Fragrances – (%)



> Toiletries – (%)





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