



2007 First Quarter Earnings Results

April, 25 2008

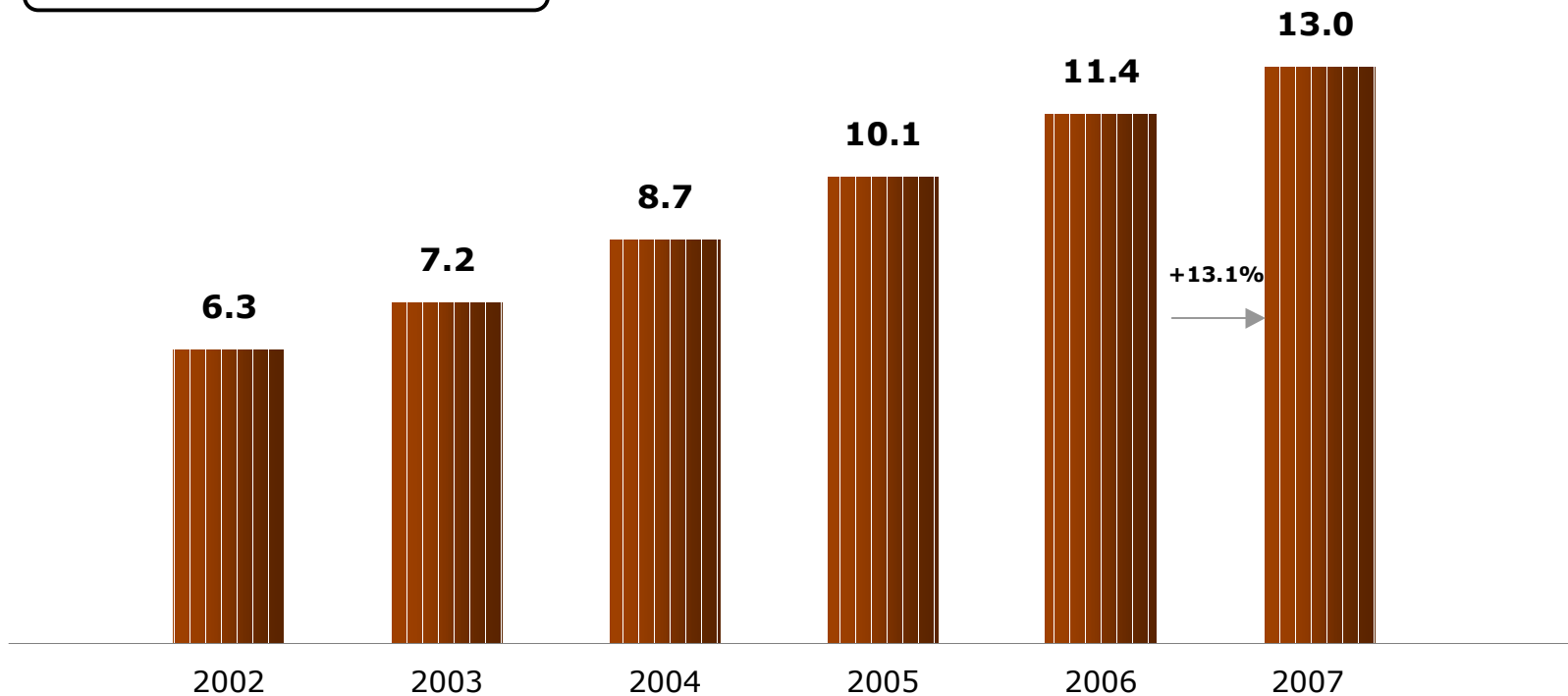


CF&T core market – Brazil



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

CAGR (2002-2007) = 15.5%

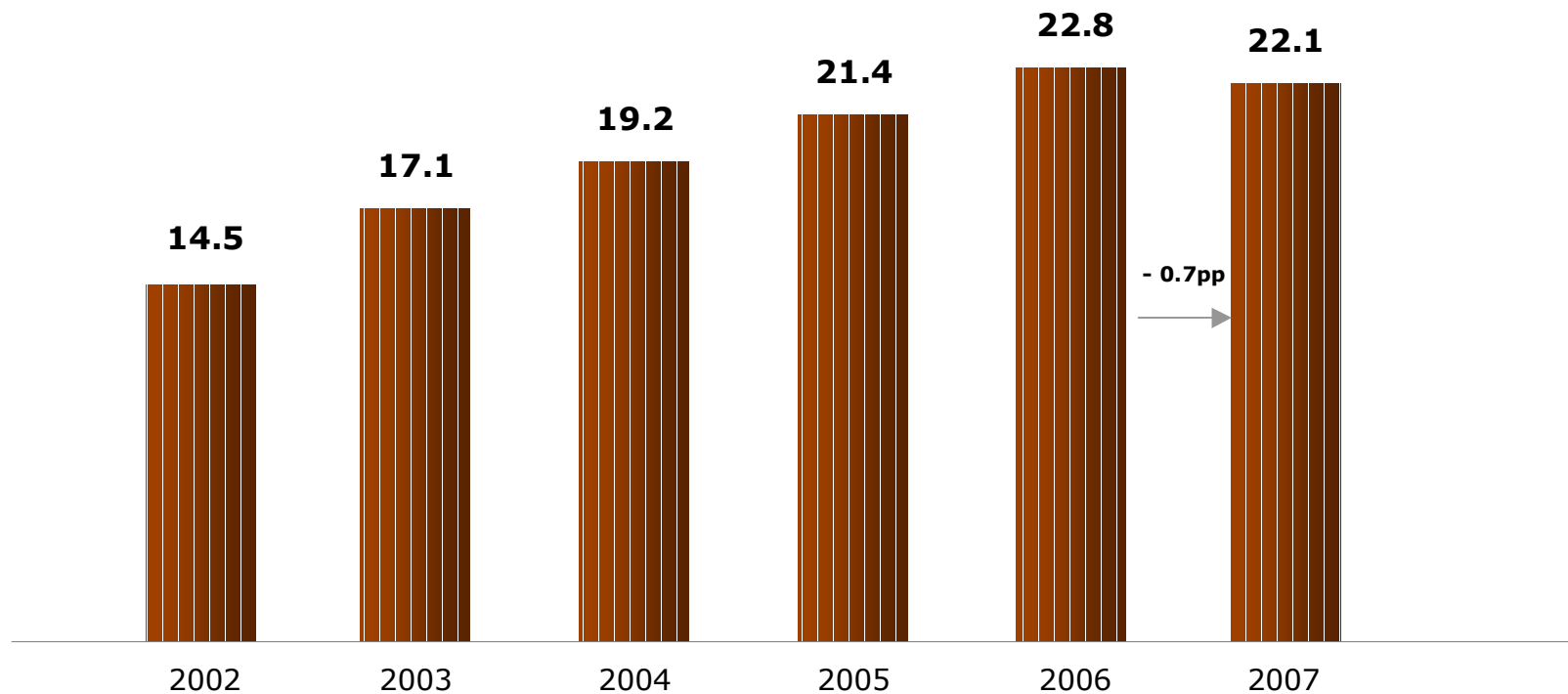


(1) Core market: Skin care, sunscreen, makeup, perfumes, fragrances, hair care, shaving products and deodorant - excludes diapers, nail polishes, sanitary pads, hair dyes and oral hygiene. **Source: Sipatesp/ ABHIPEC.**

market share – Brazil



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

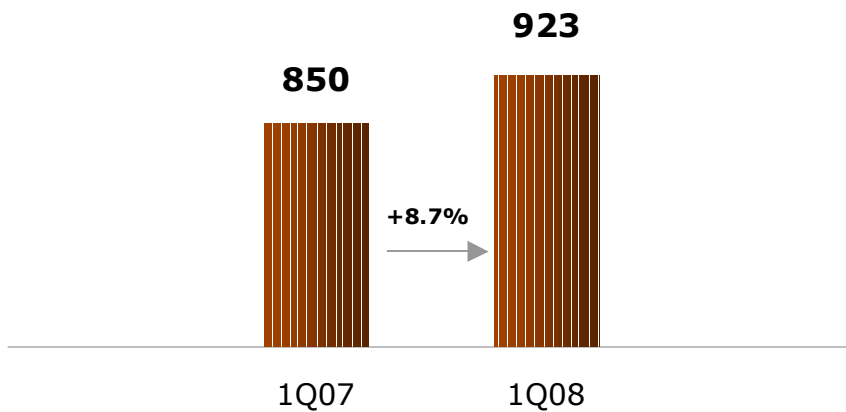


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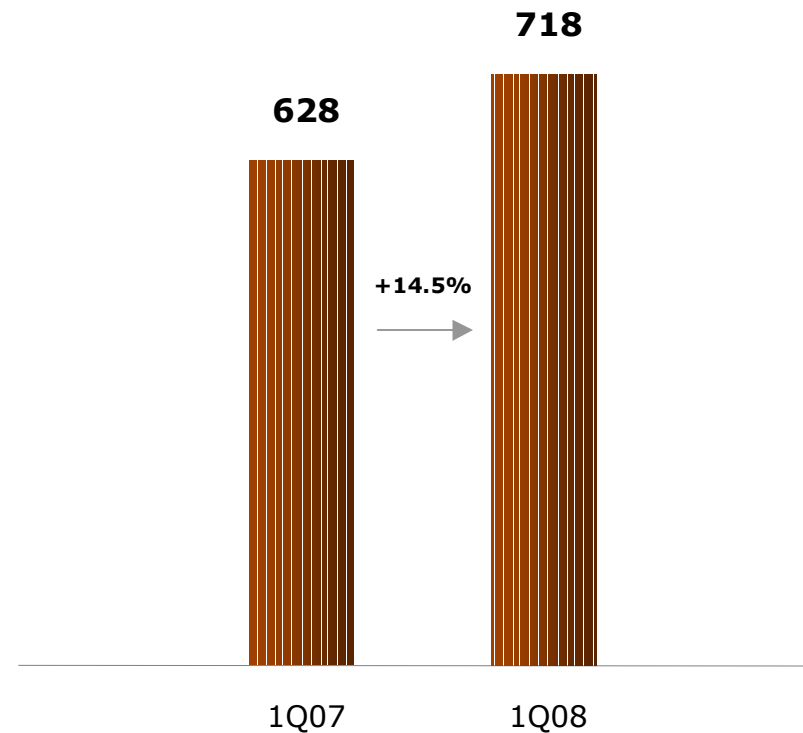
consolidated gross revenues and consolidated number of consultants



> Consolidated Gross Revenues (R\$ million)



> Total Number of Consultants¹ (thousand)

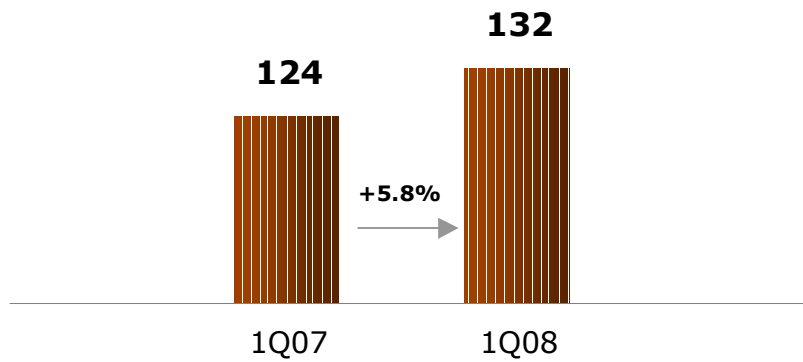


(1) Consultants in Argentina, Brazil, Chile, Peru, Mexico and Venezuela.

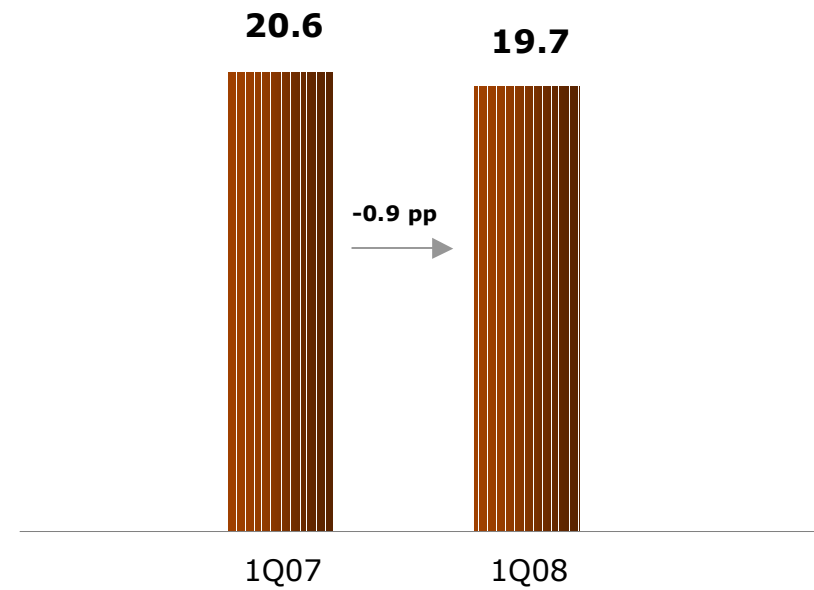
consolidated EBITDA



> EBITDA (R\$ million)



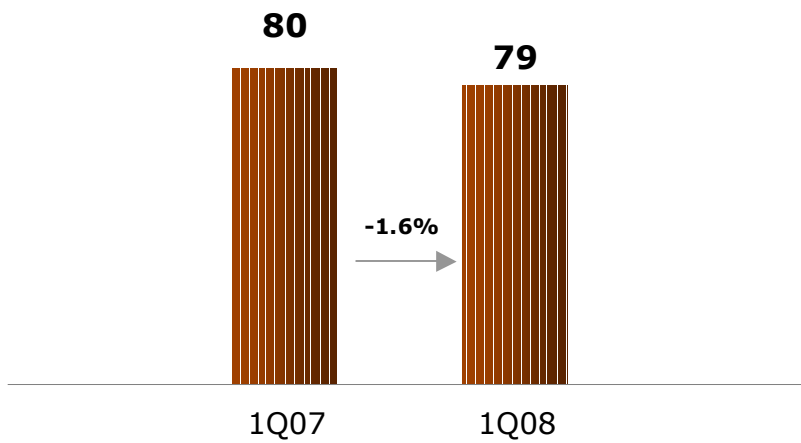
> EBITDA Margin (%)



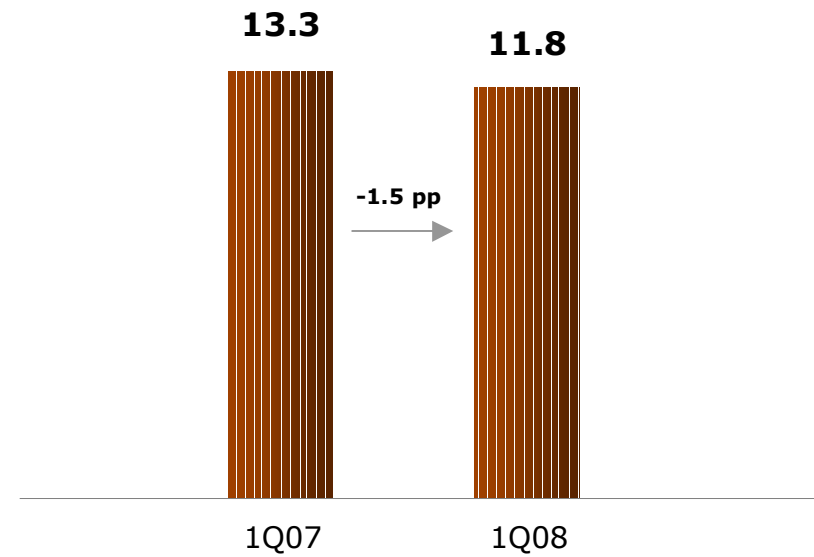
consolidated net income



> Net Income – R\$ million



> Net Income Margin – %

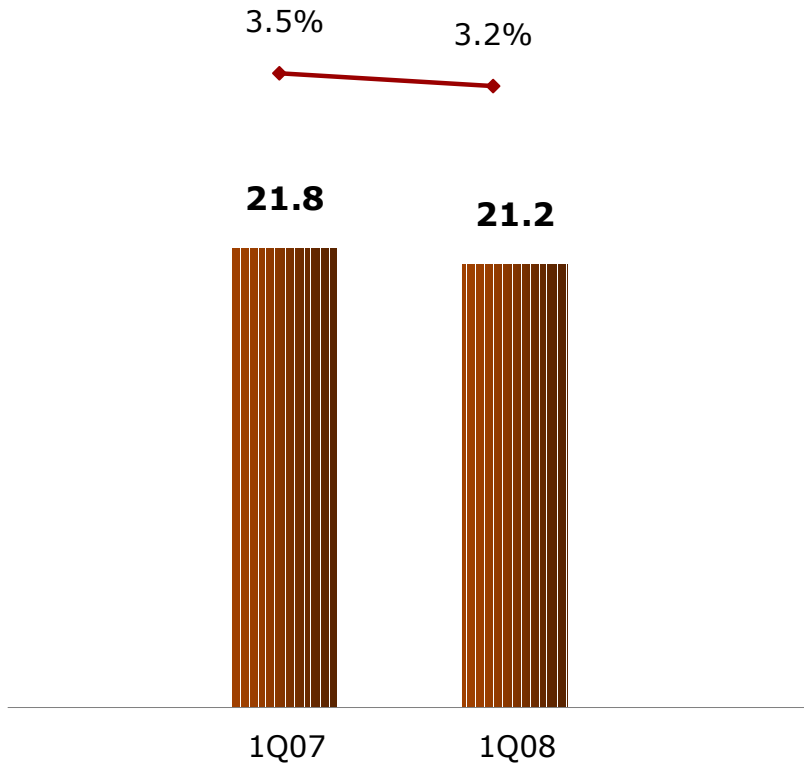


innovation



> Investments in Innovation

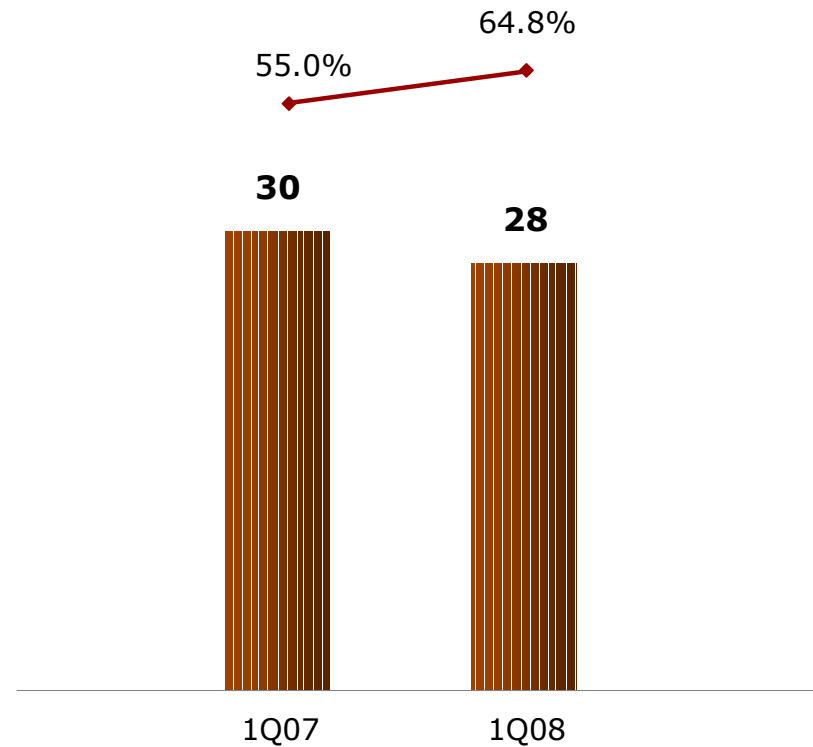
R\$ million



— % of net revenues

Investments in innovation

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



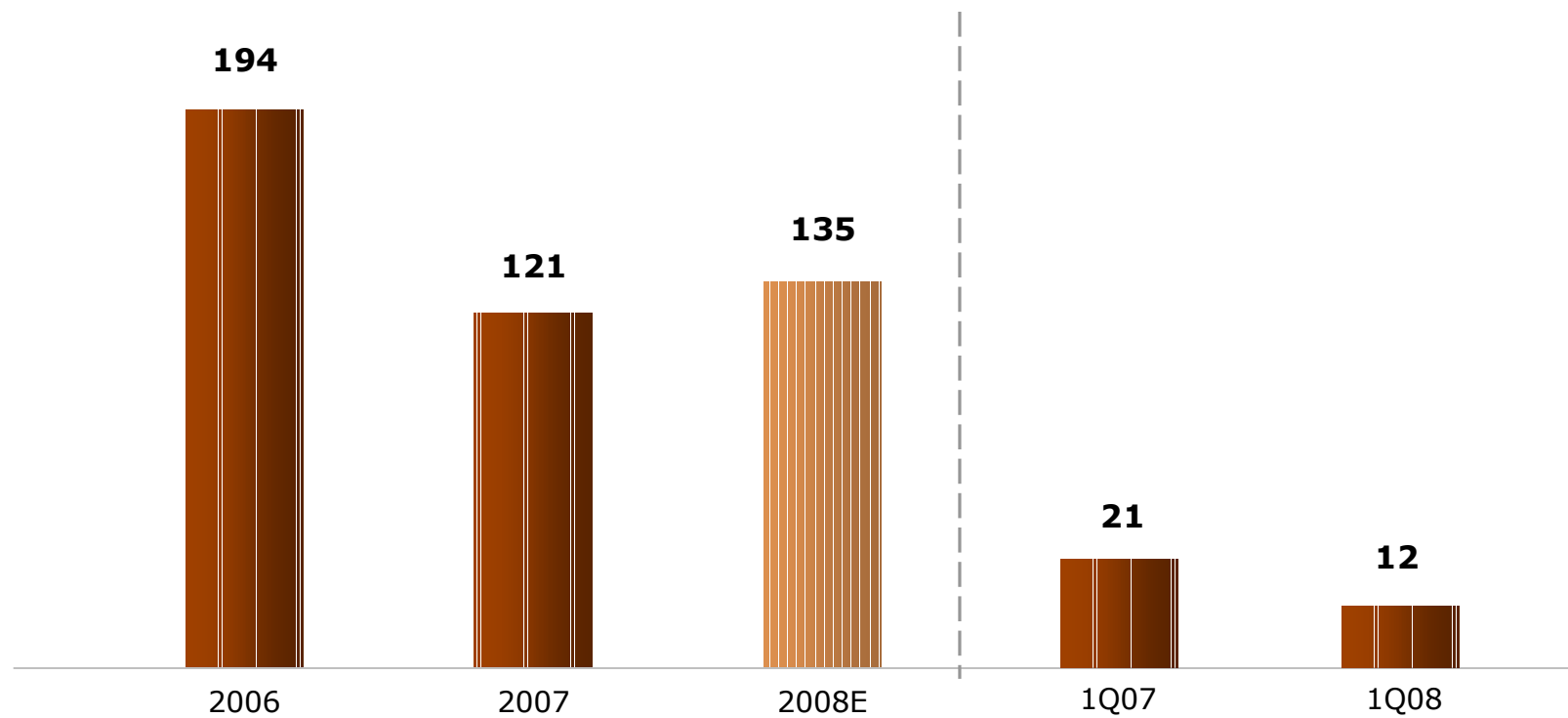
— Total innovation index

Number of new products

CAPEX



> CAPEX (R\$ million)



consolidated cash flow – pro forma



> consolidated cash flow – pro forma (R\$ million)

	1Q08	1Q07	Change %
Net income	79.0	80.3	(1.7)
(+) Depreciation and amortization	21.4	17.4	22.8
Internal cash generation	100.3	97.7	2.7
Operating working capital *	128.9	(55.8)	
Other assets and liabilities **	4.1	(0.3)	
Operating cash generation	233.4	41.6	461.3
Capex	(11.6)	(21.0)	
Free cash flow ***	221.8	20.6	978.1

(*) Assets - Accounts receivable, inventories, and short-term recoverable taxes. Liabilities - Suppliers, payrolls, profit sharing and social charges, tax liabilities, provisions, and freight payable.

(**) Assets - Advance to employees and suppliers, short-term deferred income and social contribution taxes, other credits, and long-term assets. Liabilities - Other short and long-term accounts payable and provisions for tax, civil, and labor losses.

(***) (Internal cash generation) +/- (changes in working capital and long-term assets and liabilities) – (acquisitions of property, plants, and equipment).

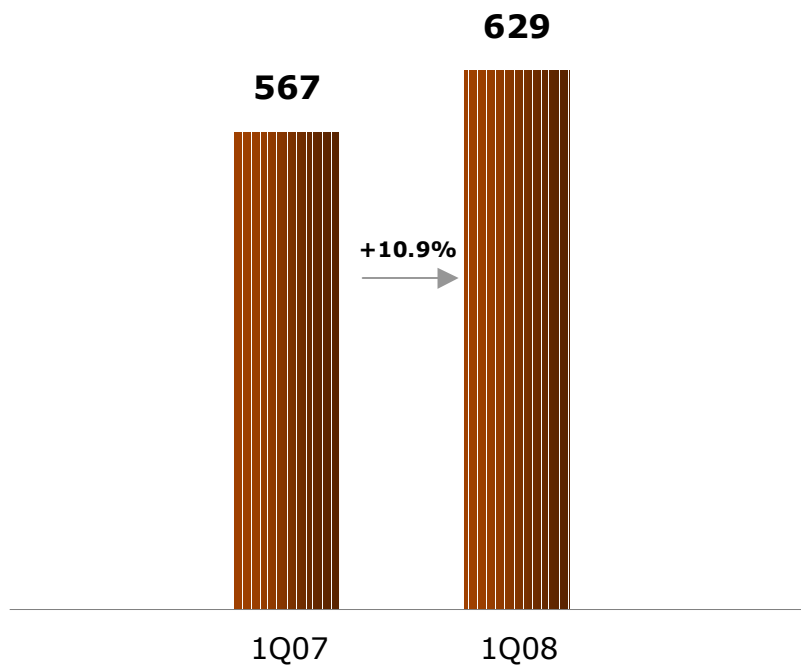


attachments

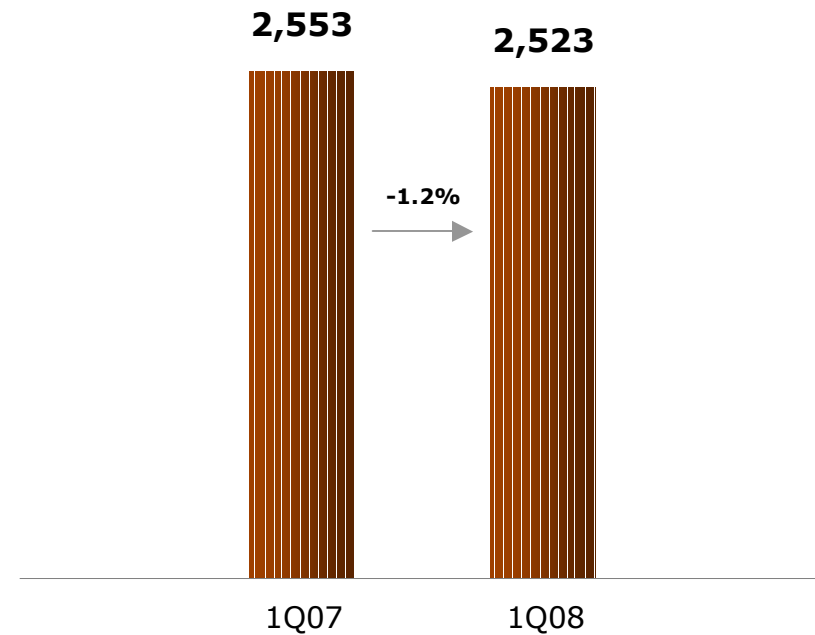
sales channel – Brazil



> Consultants in Brazil¹ – (thousand)



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

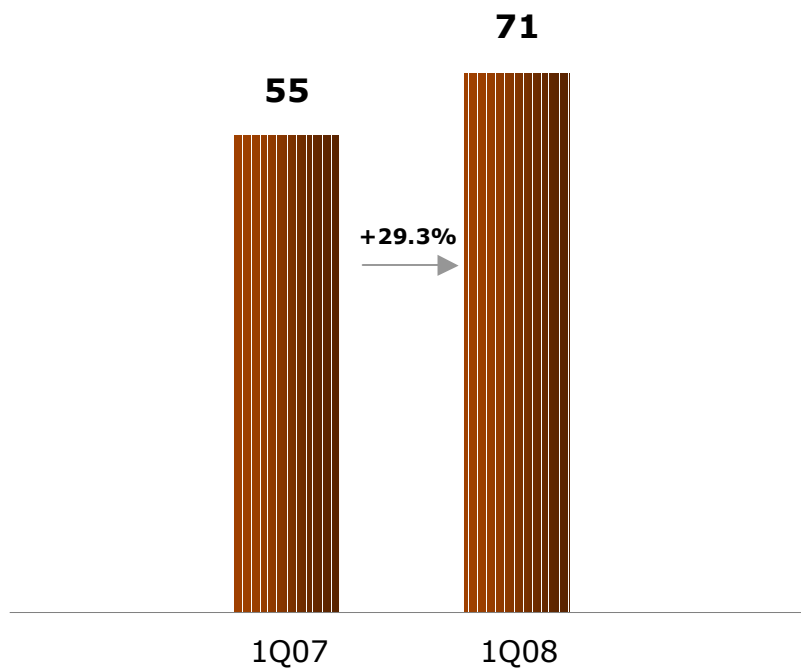


(1) Number of consultants at the end of the 17th sales cycle.

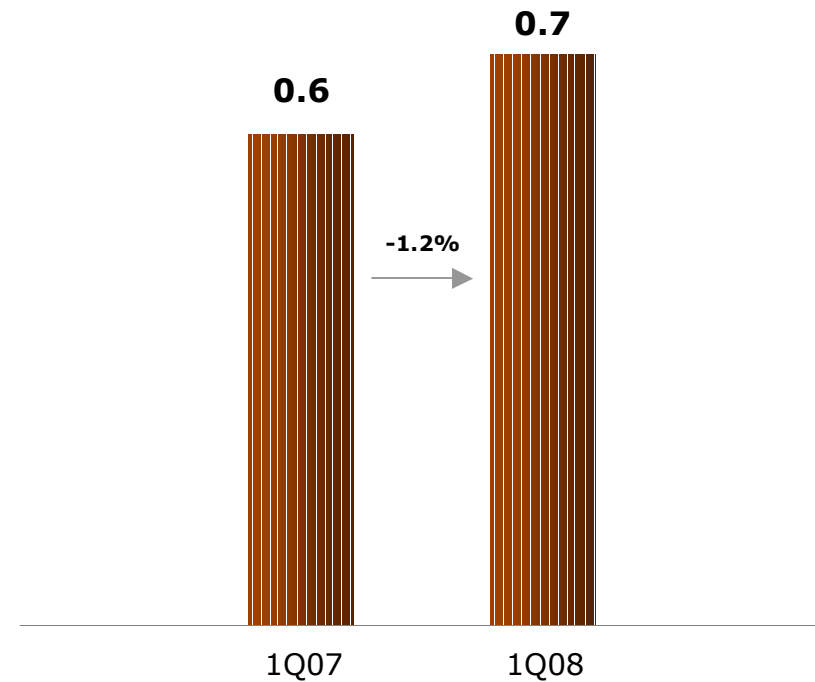
sales channel – operations under consolidation



> Consultants in Argentina, Chile and Peru¹ (thousand)



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

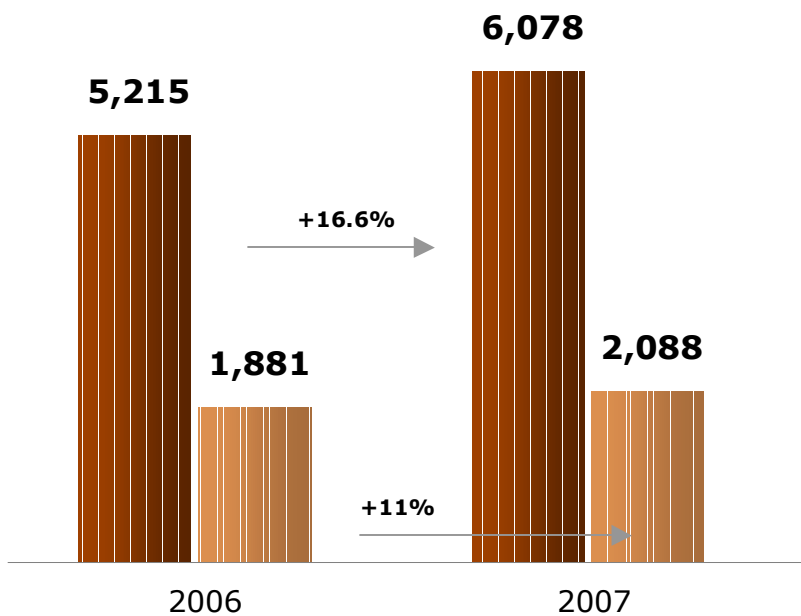


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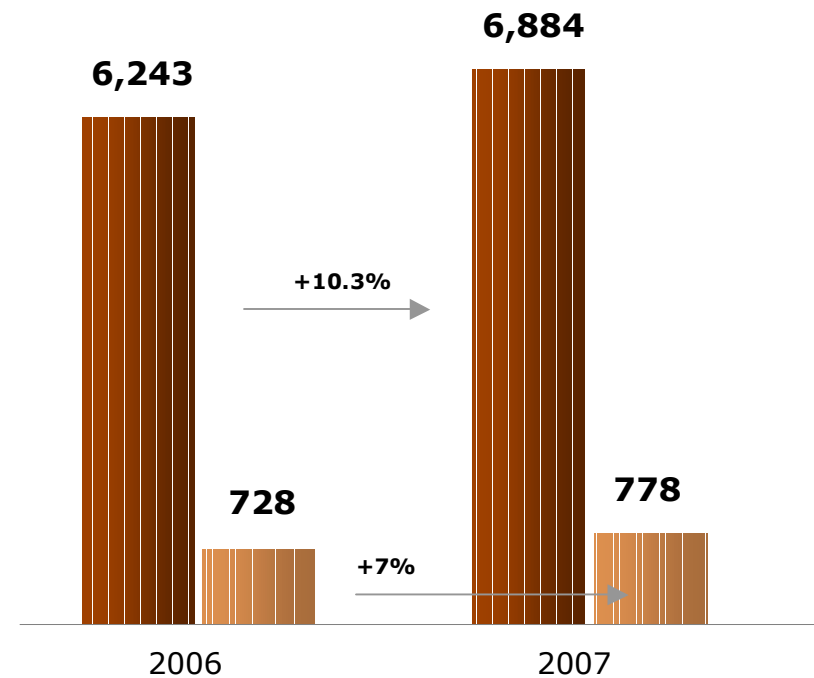
CF&T target market – Brazil net revenues per category



> Cosmetics and Fragrances – R\$ Million



> Personal Hygiene – R\$ Million



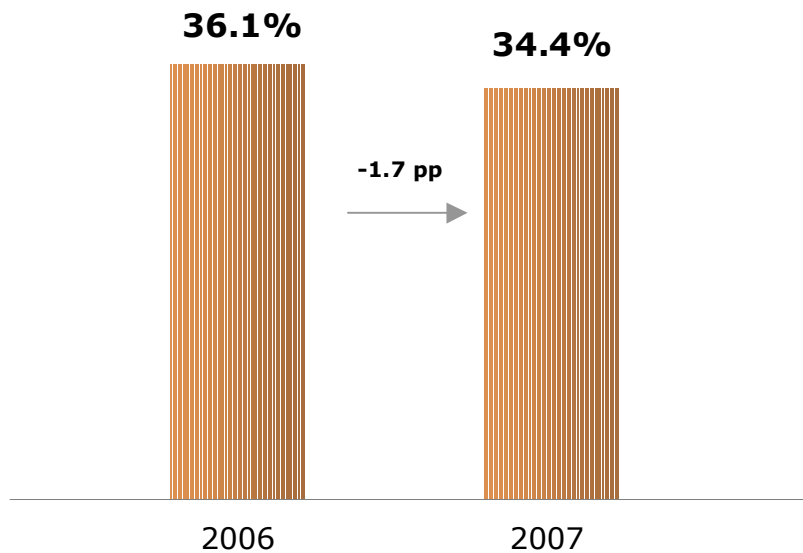
■ Market ■ Natura

CF&T target market – Brazil

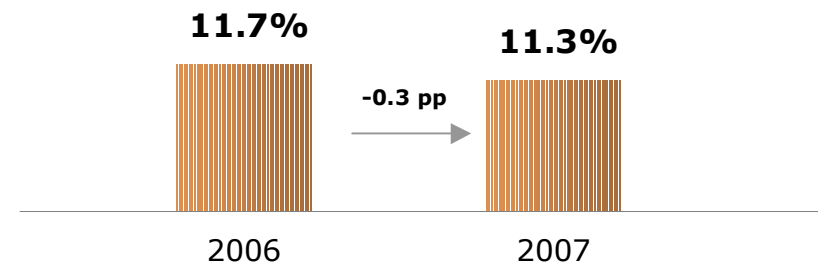
Natura's market share per category



> Cosmetics and Fragrances – (%)



> Personal Hygiene – (%)





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