How we share value

4

Sales

Sales and distribution to the national and international market (through partnerships)

Impacts
- Capillarity.
- Link with the brand.
- Sustainable growth in net revenue (R$ 4 billion).

Capitals
$ ⚇ ♡

5

Logistics and Distribution

Storage of inputs and products.
Invoicing and delivery of customer orders.

Impacts
- Product availability.
- Brand presence.

Capitals
$ 🏭 ⚇

6

Consumers and community

Availability of products and services.
Fair pricing.
Investment in projects for vulnerable groups.

Impacts
- Information, access to medicines and trust.
- Convenience.
- Relationship and loyalty.
- Health, well-being, quality of life and longevity.
- Development and inclusion.

Capitals
$ ⚇ ♡

Brand presence throughout Brazil

21 countries Aché is present

15% of Ebitda in innovation

240.7 million units produced

4,7 million medical contacts

890 thousand contacts with POSs

280,2 million units distributed

18 million registrations in the Cares for Life benefit program

BRL 13.3 million invested in social programs and in support of the fight against the Covid-19 Pandemic

1

Innovation

Research and Development Impacts

Impacts
- Innovative products, with safety and effectiveness.
- Expanding market share.
- Satisfaction of unmet needs.
- New therapeutic options.

Capitals
💡 $ 🏭 ⚇ 🌱

2

Planning & Production

Sales Innovation.
Sales planning.
Purchase of inputs.
Manufacture of products with excellence, in line with current legislation.

Impacts
- Access to medicine drugs.
- Trust in our products.
- Responsible use of natural resources.

Capitals
$ 🏭 ⚇ 🌱

3

Demand Generation Medical promotion

Visits to points of sale, clinics and hospitals.

Impacts
- Scientific update.
- Support for business management.
- Responsible prescribing and effective treatment.

Capitals
💡 $ ⚇ ♡

Capitals

💡 **Intellectual** $ **Financial**   🏭 **Manufactured**

⚇ **Human**   🌱 **Natural**   ♡ **Social**