

About Us

With more than 50 years of history, the **Grupo Panvel** is currently involved in three lines of business: the Panvel pharmacy chain, the drugs and hygiene & beauty products distributor Dimed, and the laboratory Lifar. Throughout its existence, the Group has always carried in its DNA a focus on excellence in its services and on consistent growth, having over the years incorporated remarkable features such as innovation, social responsibility and constant learning, the legacy of its founders which have been in evidence throughout its history.

The **Panvel** pharmacy chain, which now has more than 500 stores in the states of Rio Grande do Sul, Santa Catarina, Paraná e São Paulo, offers more than 15,000 items of drugs, services, and hygiene & beauty products.

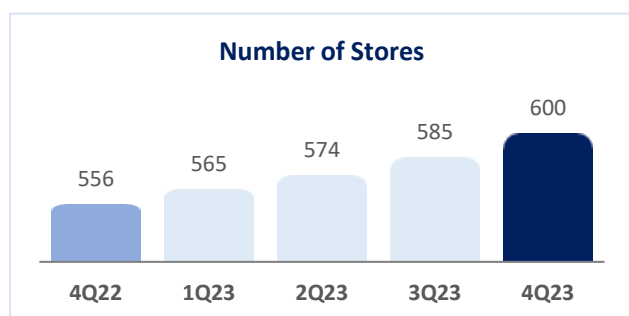
Dimed is one of the leading drug distributors in Brazil and a pioneer in its segment, focusing mainly on supporting the operations of Panvel; it has two distribution centers, in the cities of Eldorado do Sul/RS and São José dos Campos/PR.

Lifar is involved in developing and manufacturing cosmetics drugs and foodstuffs, including products for major brands here in Brazil and abroad, as well as making approximately one-third of the products which Panvel sells under its own label.

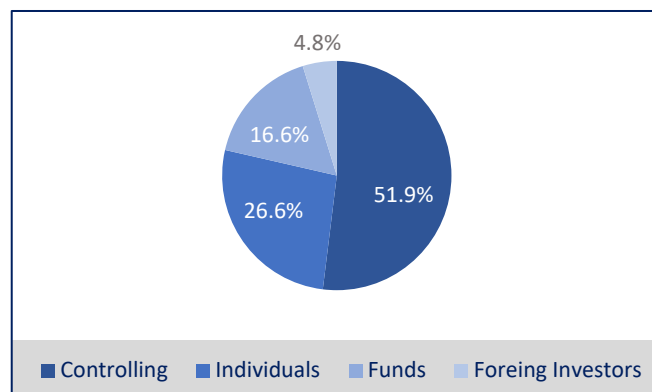
Strategic Pillars

The company's entire strategy is based on strategic pillars that guide the entire operation:

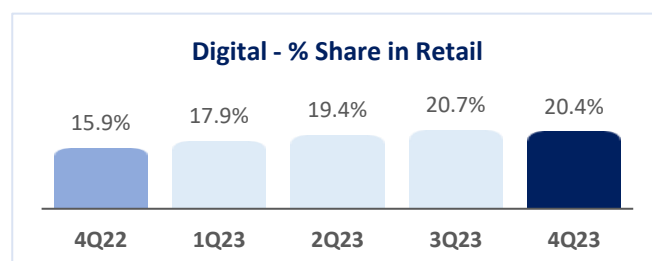
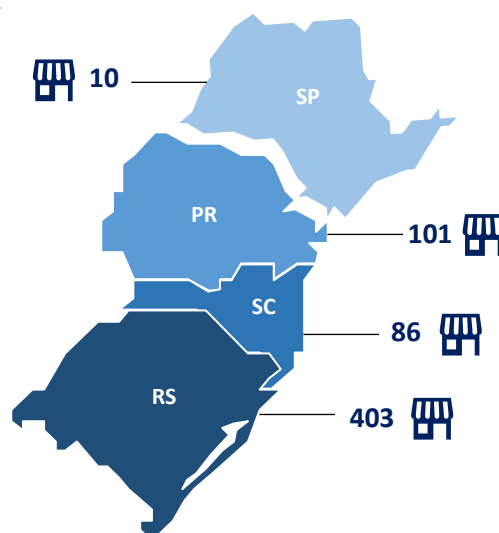
Expansion: In the first half of this year, 25 new stores were opened. For the year, the Company plans to continue the current pace of expansion.



Shareholding



Stores



Digital: We are a benchmark in the Brazilian pharmaceutical market. The customer buys the way they want (Physical Store, Phone, Social Media, App or Website) and receives/withdraws as they prefer (Click & Collect, Home Delivery, etc.). We have the fastest delivery in pharma retail, in up to 1 hour in all cities where we are present

Panvel Products (PP): We are a reference in the Private Label pharmaceutical market, through a highly profitable operation that has shown consistent growth (CAGR of 17% in the last 10 years).

Logistics: We have one of the fastest and most efficient deliveries in the country in the retail sector. This is possible due to our logistical efficiency and last mile delivery.

CRM & Analytics: We currently have almost 17 million customers (approximately 1/3 of the population of the Southern Region) in our Bem Panvel program and we have reached an identified sale of more than 92%.

Health Ecosystem: Panvel's health ecosystem has been constantly evolving, with the inclusion of new products and services. More and more customers identify Panvel stores as a place to deal with and solve the most diverse issues related to health.

ESG: The best sustainability practices have always been part of our DNA. There are 4 pillars by which we guide our environmental, social and corporate responsibility actions: Our People, Our House, Our Customers and Our Partners.

NOSSA GENTE

Topics:

- Ethics and Transparency
- Employee Health, Safety, Welfare and Development
- Diversity, Equity and Inclusion
- Engagement and Development of Local Communities

Topics:

- Security, Support and Customer Guidance
- Disease Prevention and Health Promotion
- Data Privacy and Information Security
- Sustainable Product Innovation
- Responsible Marketing

NOSSOS CLIENTES

Topics:

- Relationship with suppliers
- Development of commercial partnerships

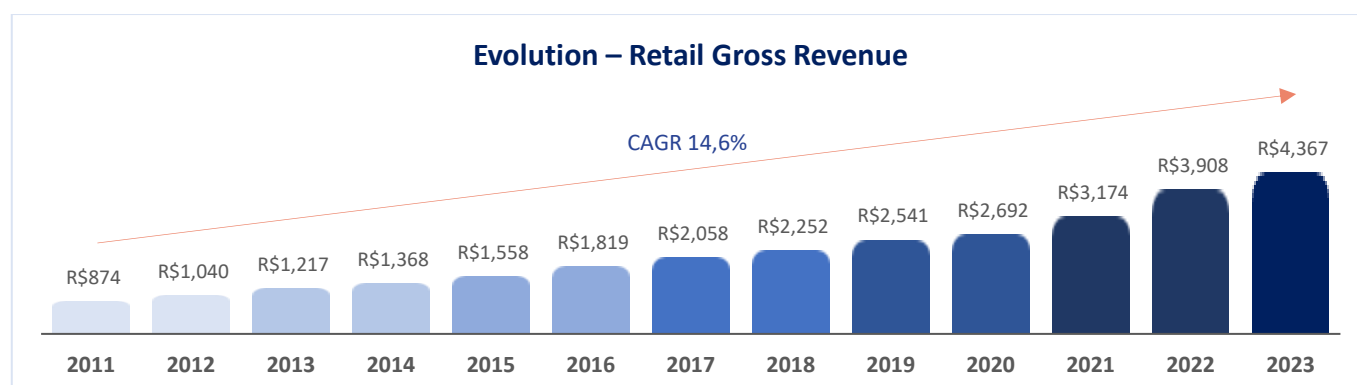
NOSSOS PARCEIROS

Topics:

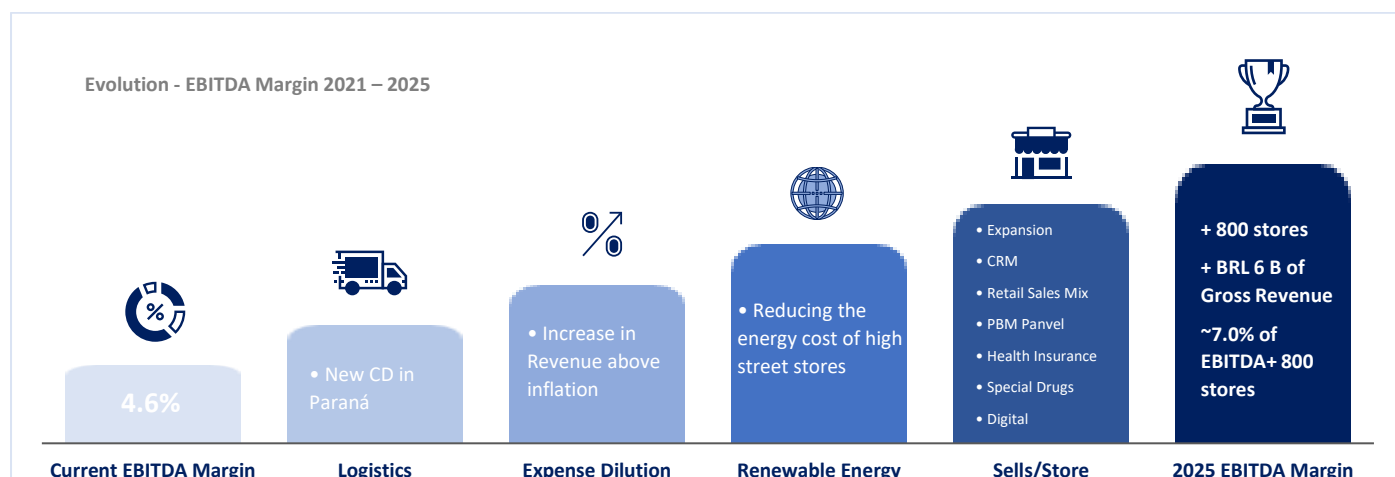
- Disposal of Medicines
- Efficiency and responsibility in the distribution chain
- Environmental impact

NOSSA CASA

Consistent Growth



Value Generation roadmap to 2025



Highlights of the year

- Group Gross Revenue: R\$ 4,804M (+12.2% vs 2022).
- Retail Gross Revenue: R\$ 4,367M (11.7% vs 2022).
- Adjusted EBITDA: R\$ 233.0M (+14.9% vs 2022), 4.9% Margin.
- Digital: 19.7% share of Retail sales in 2023.
- Adjusted Net Income: R\$ 109.7M (8.1% vs 2022).
- Indebtedness: Low leverage of 0.6x EBITDA.

