



EARNING PRESENTATION 2Q21

grupo **dimed**

PanVel
FARMÁCIAS



2Q21 - COMMITMENTS AND DELIVERIES



MIGRATION TO B3'S NOVO MERCADO



- *Conversion of Preferential Shares into Common Shares completed;*
- *Migration should occur within in the month of August*



GROWTH



- *Sales growth (+28.9%);*
- *Market Share gains in all states of the Southern Region;*
- *Average sale per store growth higher than presented by the Market;*
- *Significant increase in the Panvel's NPS (focus in the customer).*



HEALTH HUB



- *Record participation in retail sales;*
- *Increase in the number of Clinic Rooms;*
- *Increase in the number of Vaccination Rooms;*
- *Increase in the number of Covid-19 Quick Testing rooms.*



DIGITAL



- *Greater market share, growing compared to 1Q21.*



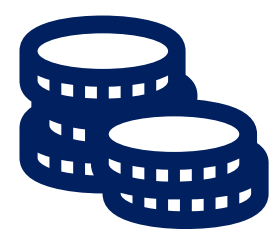
INVESTMENTS



- *Stores expansion;*
- *Logistic (new DC in São José dos Pinhais/PR).*

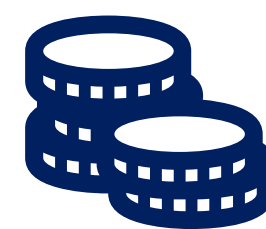


HIGHLIGHTS



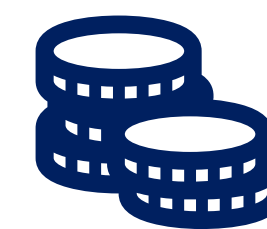
**Gross Retail
Revenue**
R\$ 766.8 M

+28.9% vs 2Q20



**Gross Margin
Retail**
30.2%

+1.4 P.P. vs 2Q20

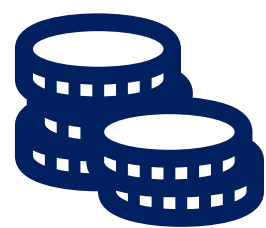


Net Income
R\$ 24.2 M

Net Margin: 2.9%
+242.1% vs 2Q20



Digital Share
16.1%
of Retail Sales



**Adjusted
EBITDA**
R\$ 39.9 M

Margem: 4.8%
+107.1% vs 2Q20



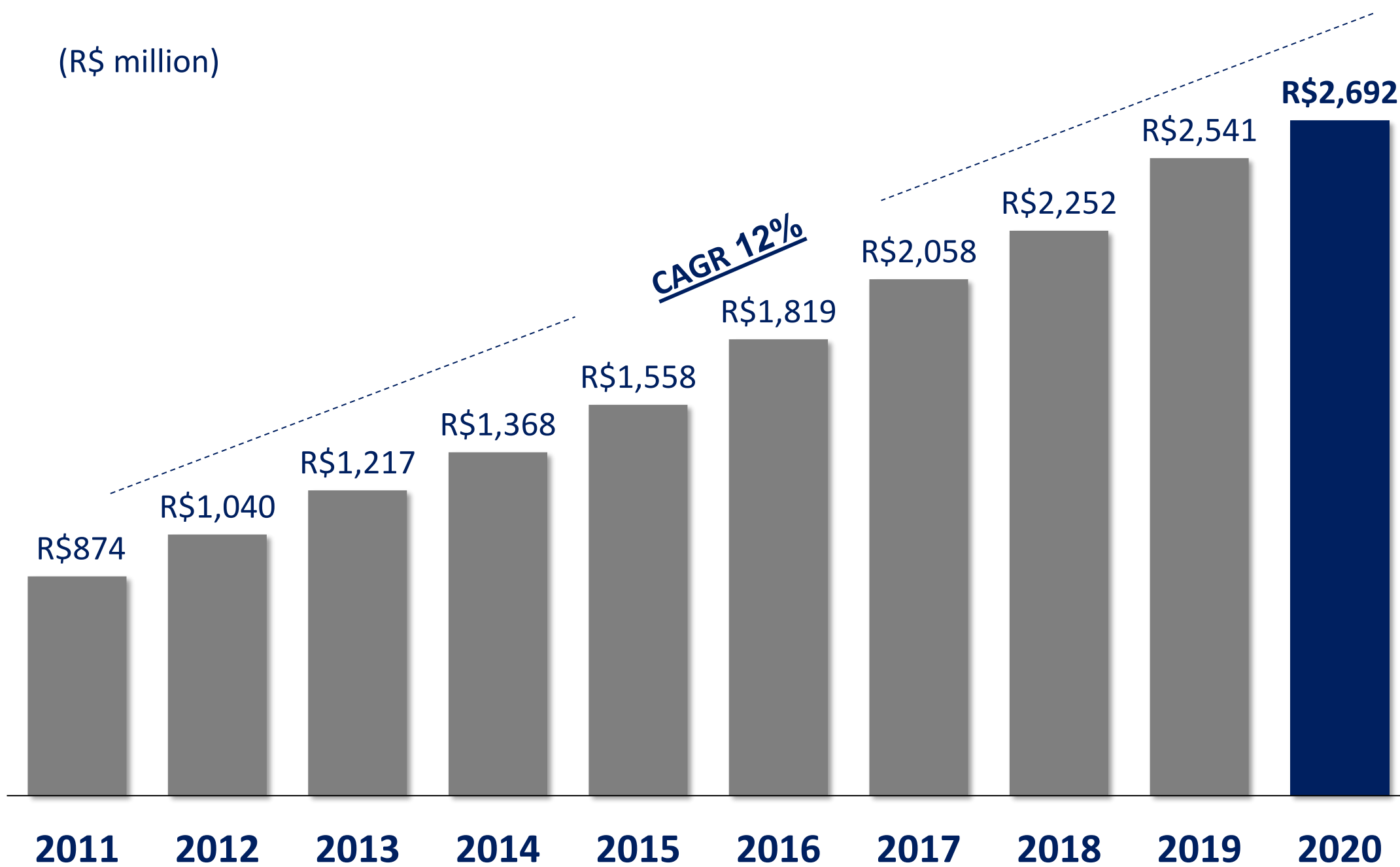
NPS
80
+ 4 points vs 1Q21



CONSISTENT GROWTH OVER THE YEARS

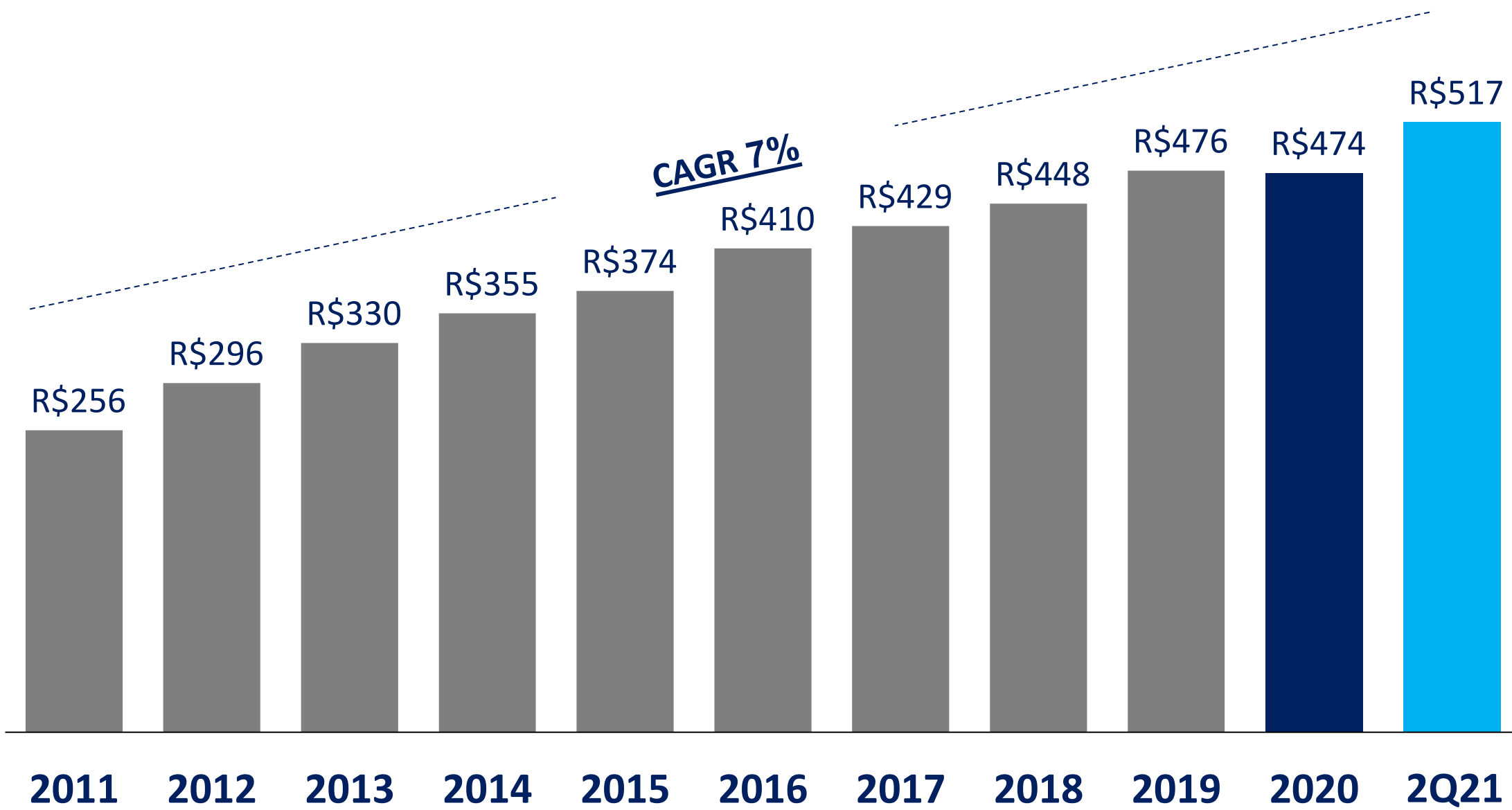
Evolution – Gross Retail Revenue

(R\$ million)



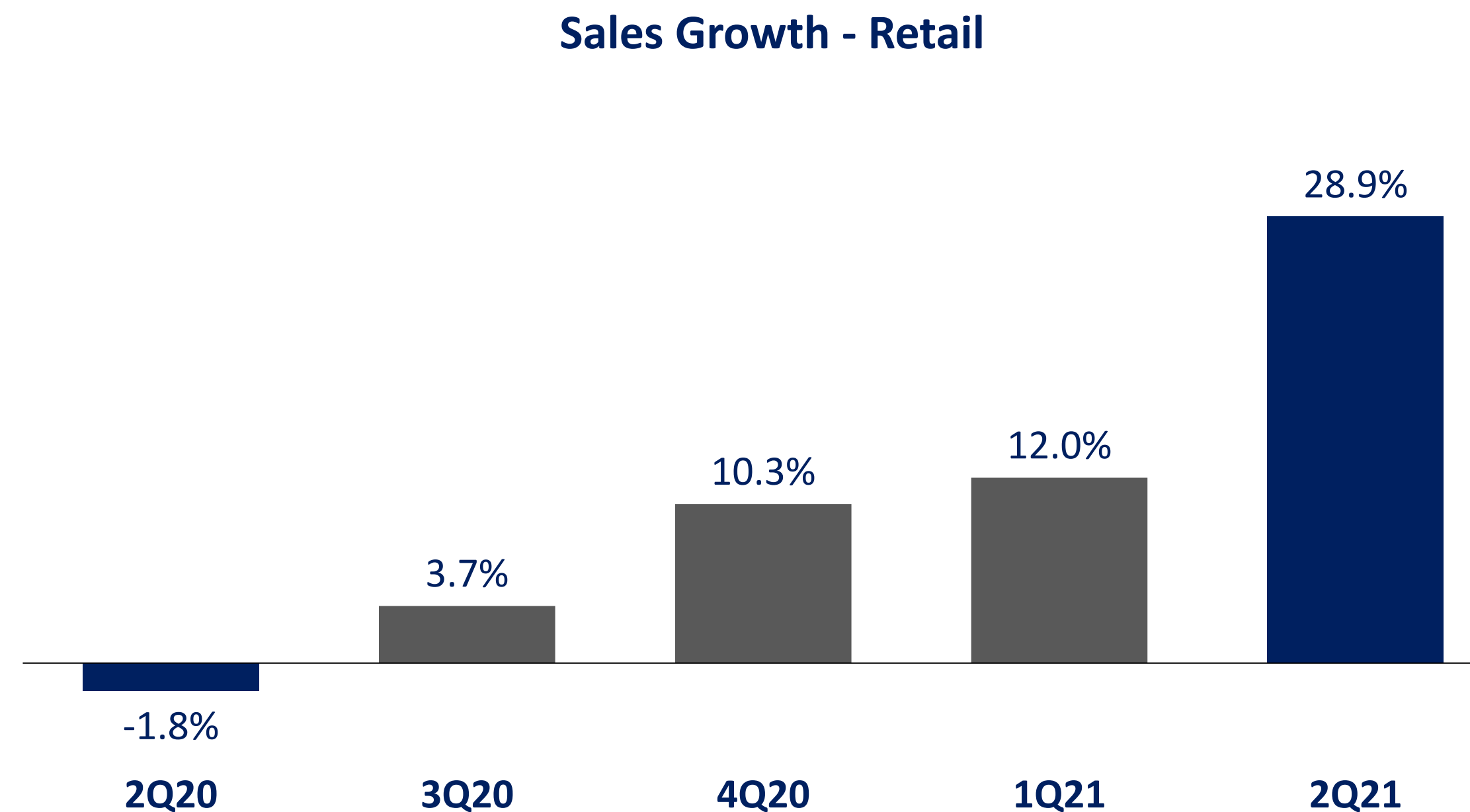
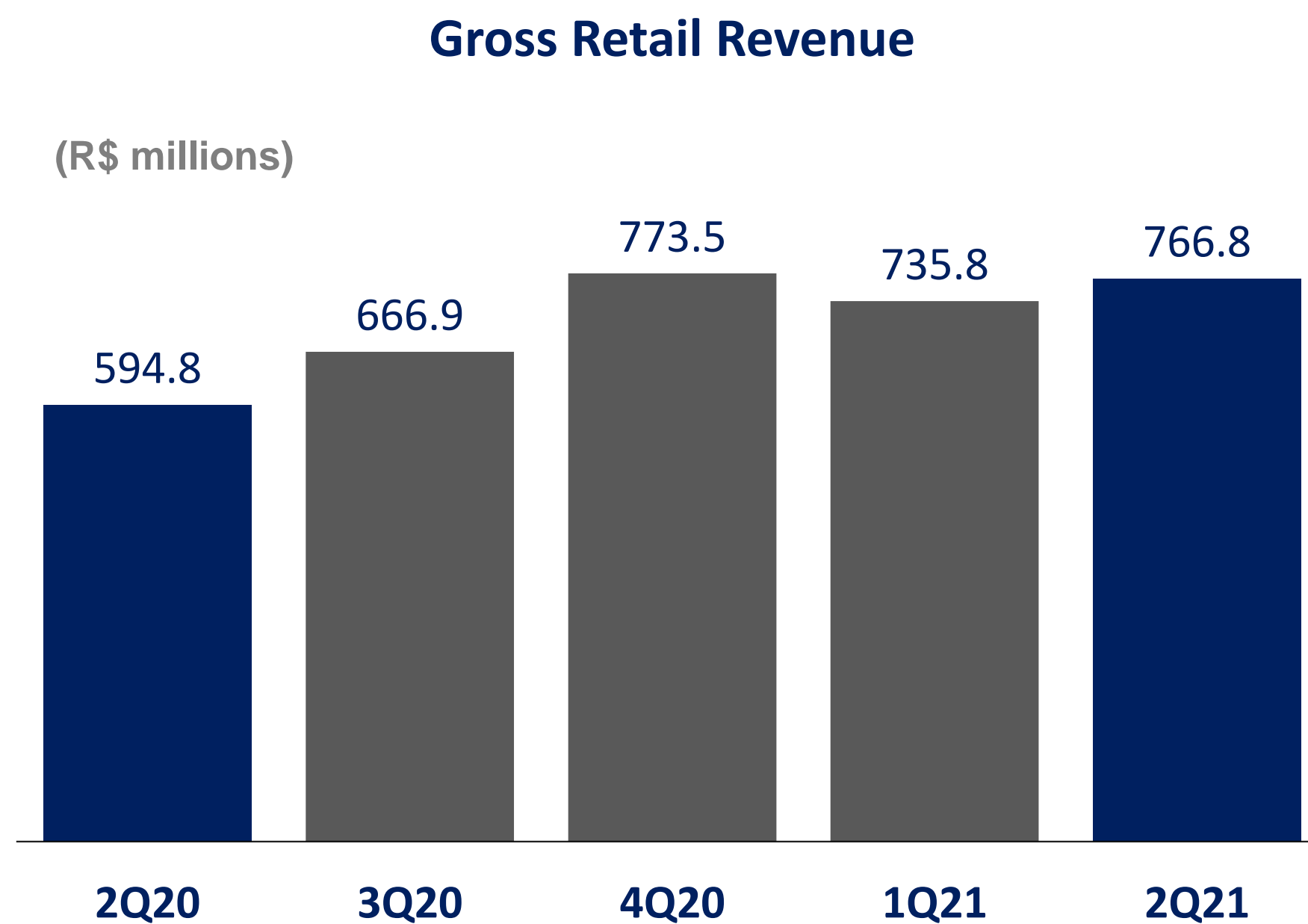
Evolution – Average Sale per Store

(R\$ million)





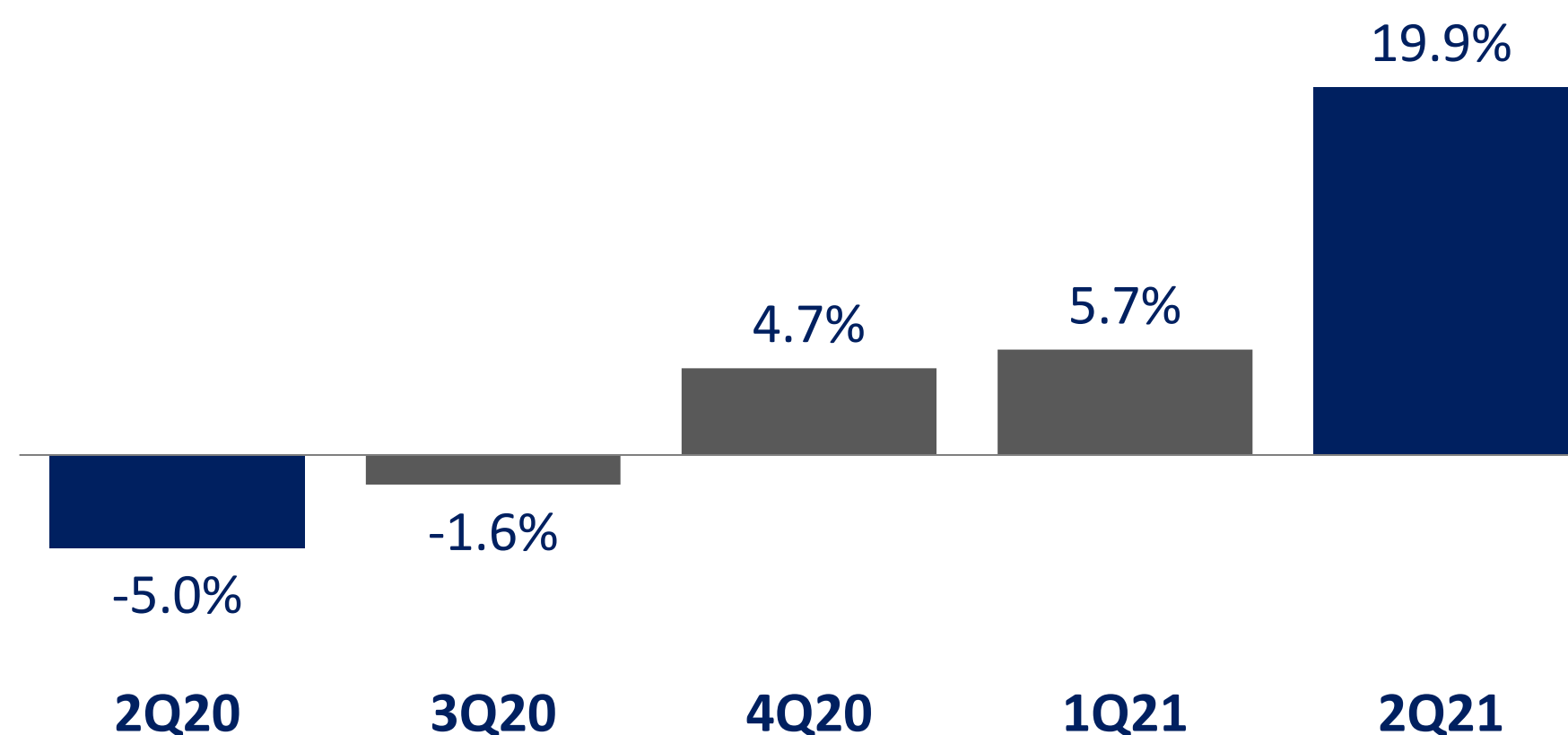
2Q21: RETAIL REVENUE GROWS 28,9% VS 2Q20



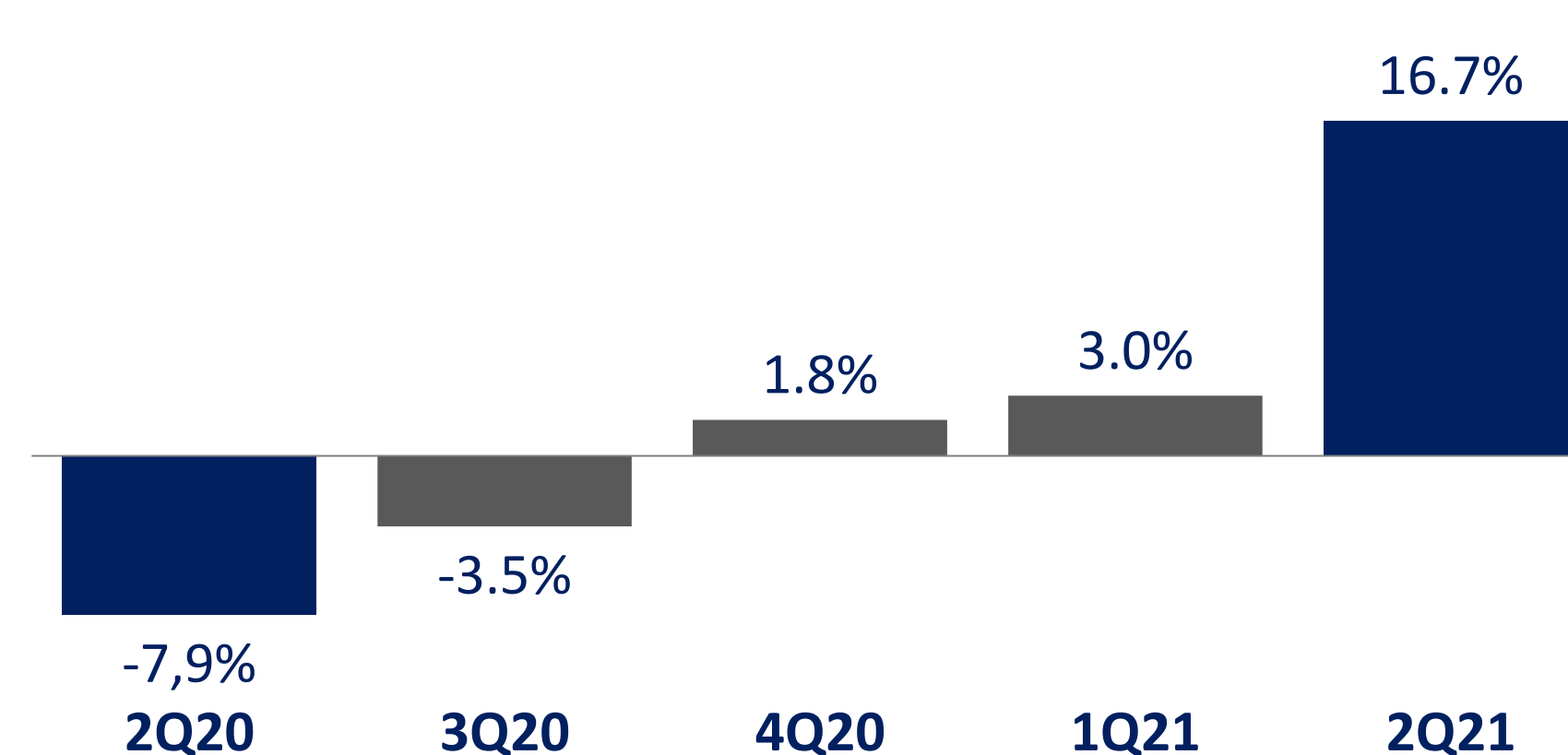


2Q21: SSS GROWS 19.9% AND MSS 16.7%. SALES PER STORE GROWS ABOVE THE MARKET

Same Stores Growth - Retail

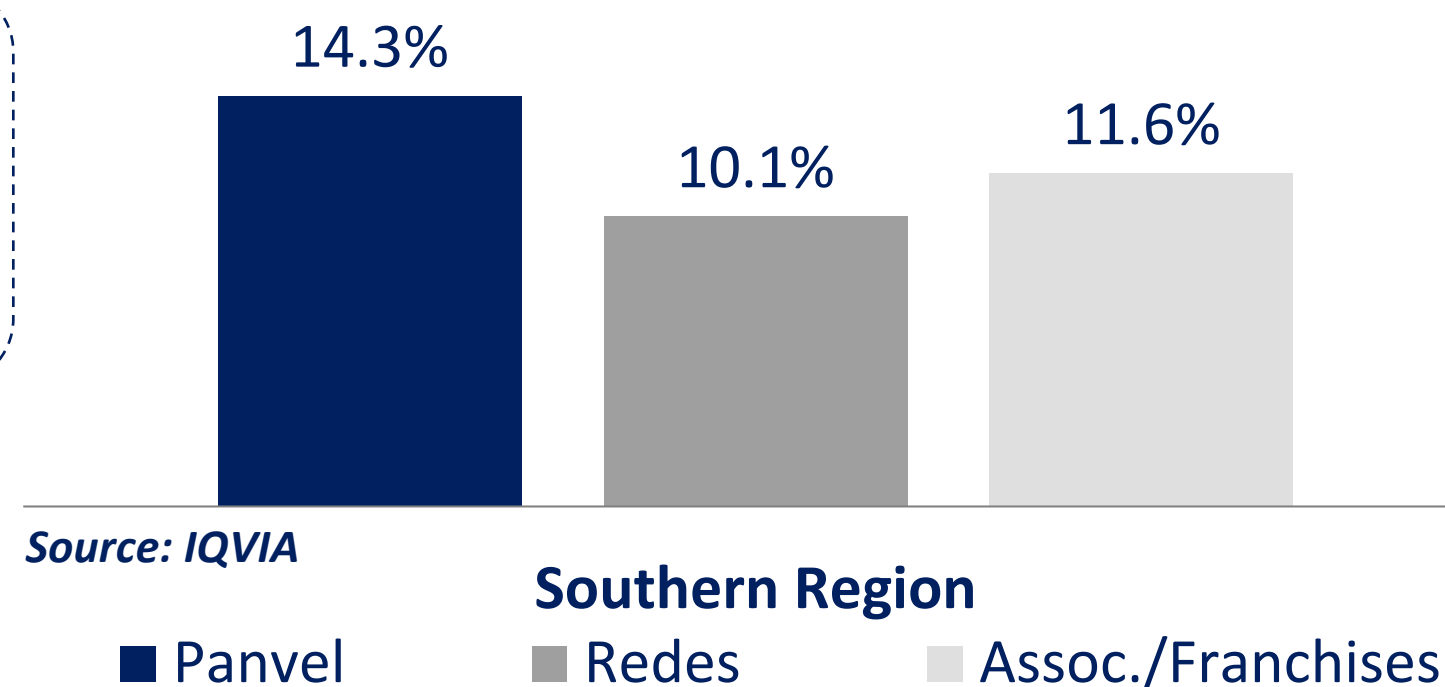


Mature Stores Growth - Retail

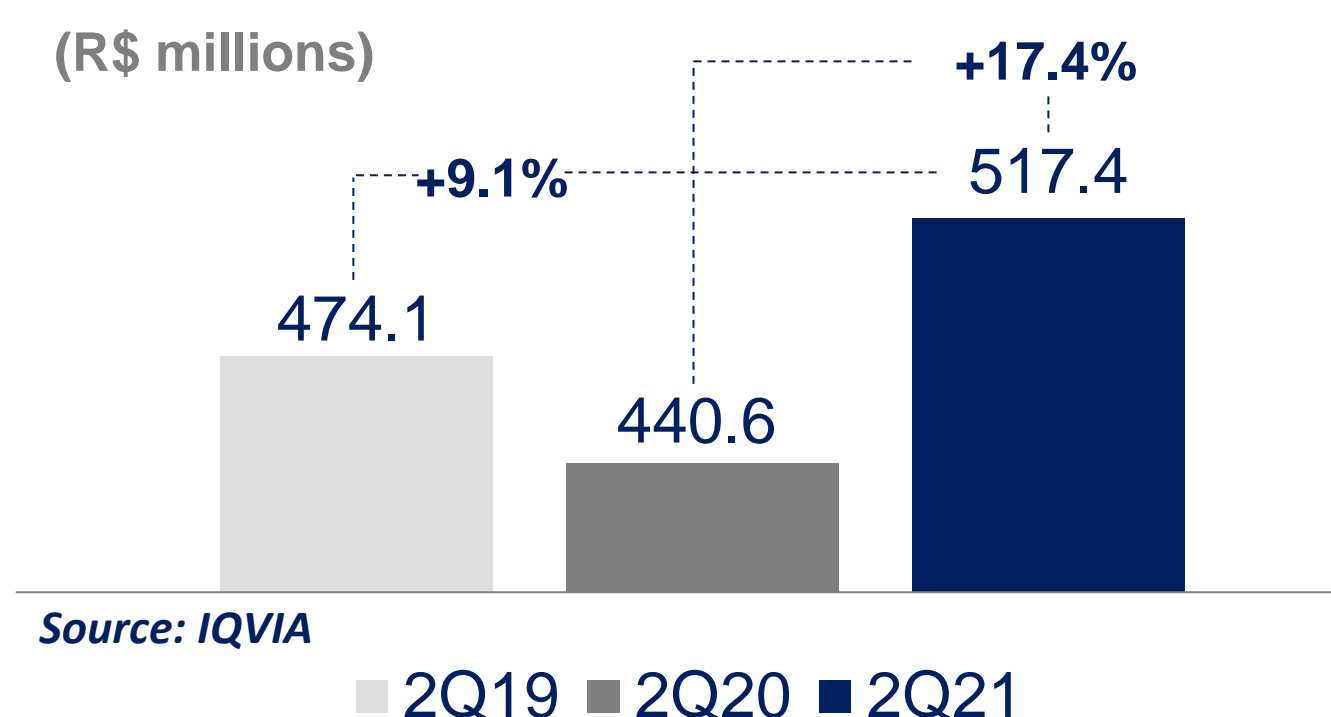


Evolution Average Sales – 2Q21

Average sales grows more than the Market in Southern Region

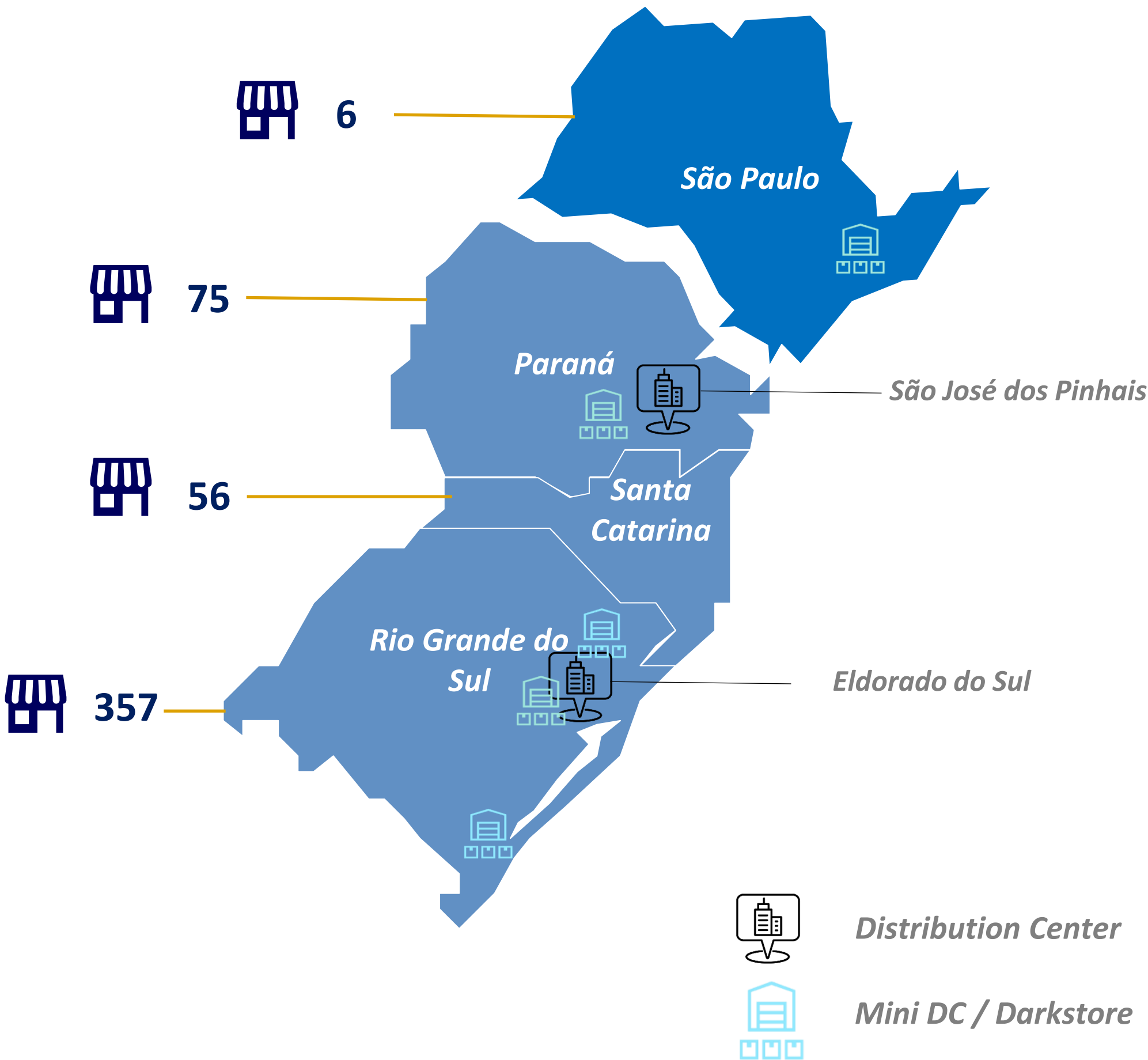
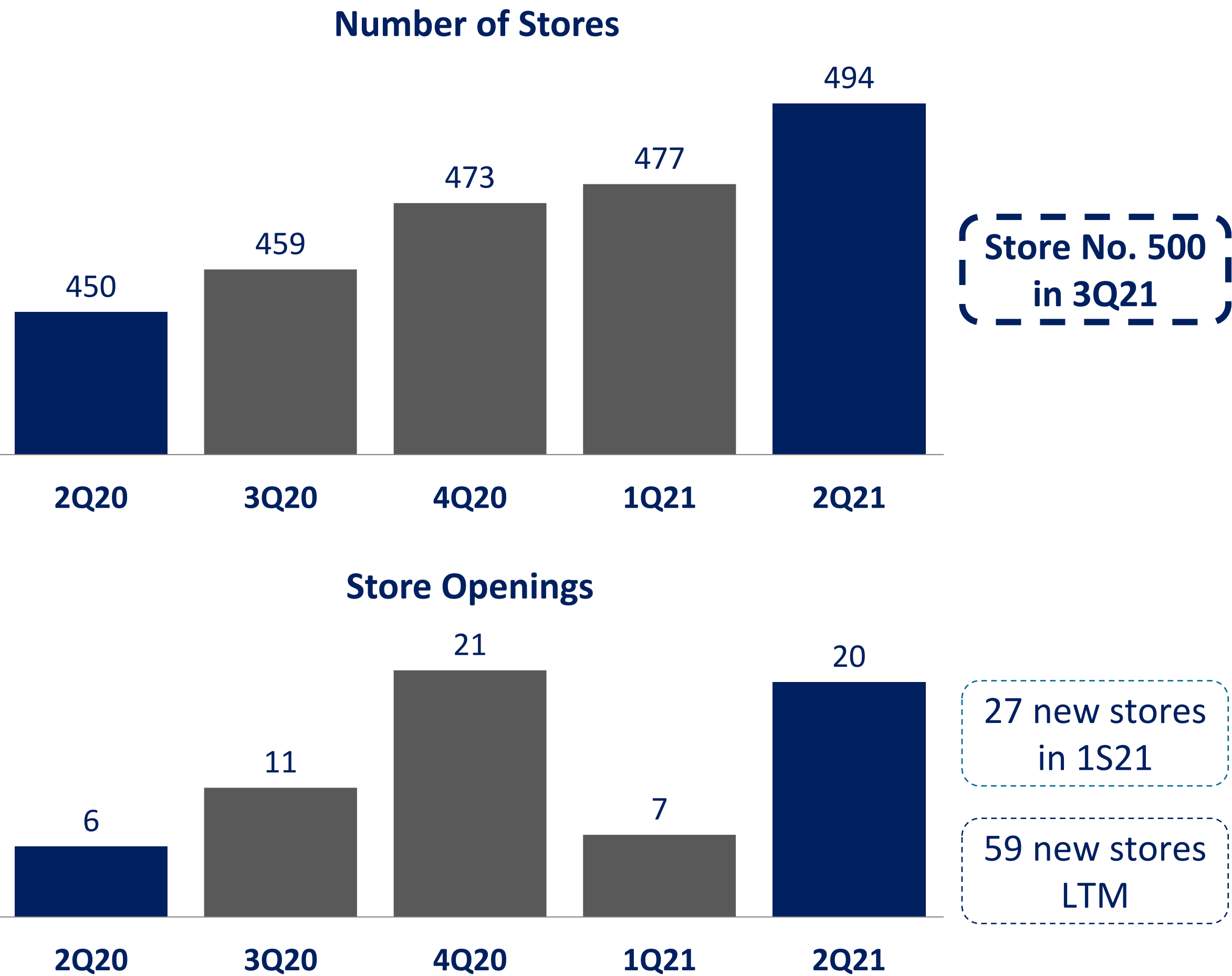


Average Sales per store





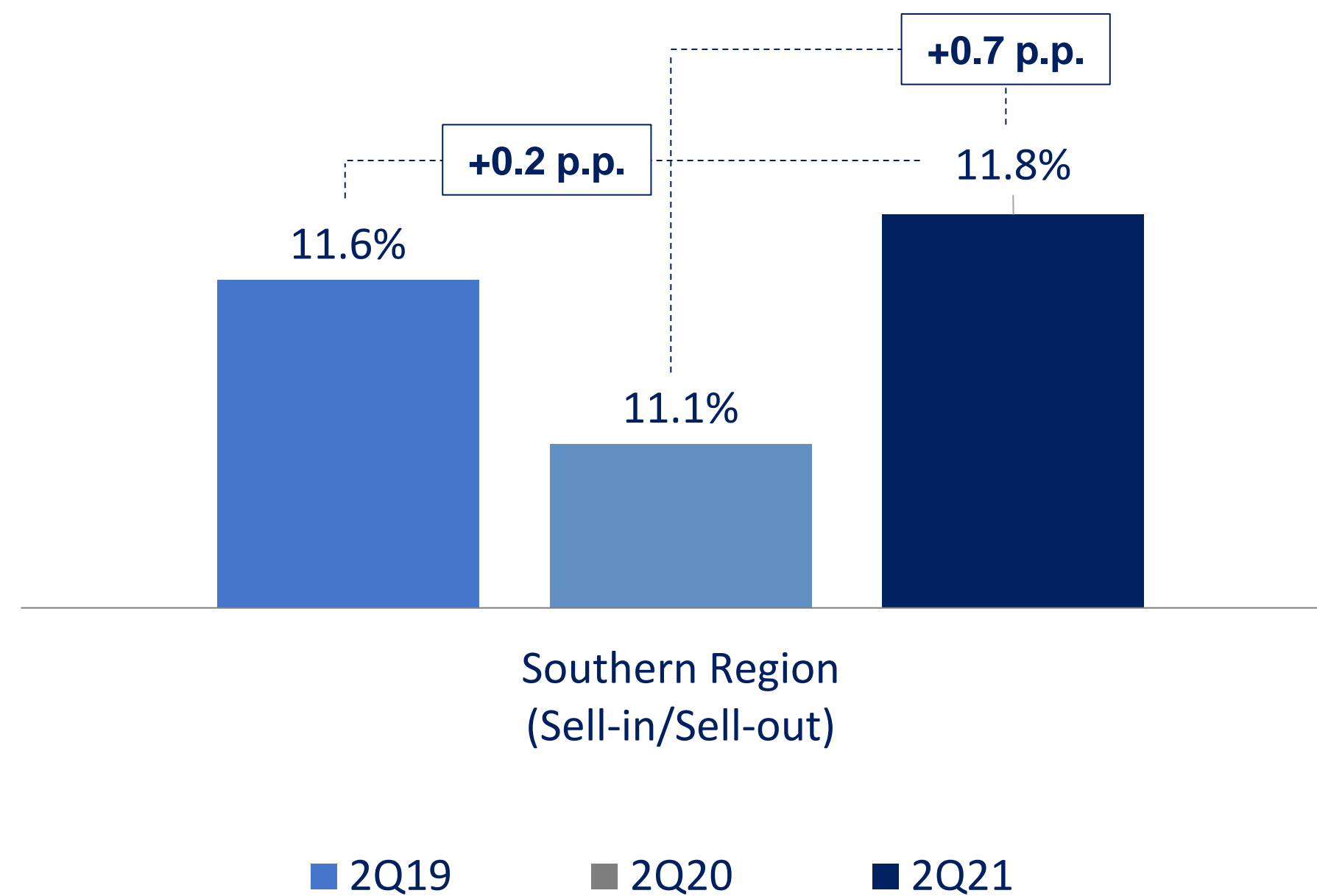
EXPANSION ACCELERATES IN 2Q21 WITH 20 STORE OPENINGS



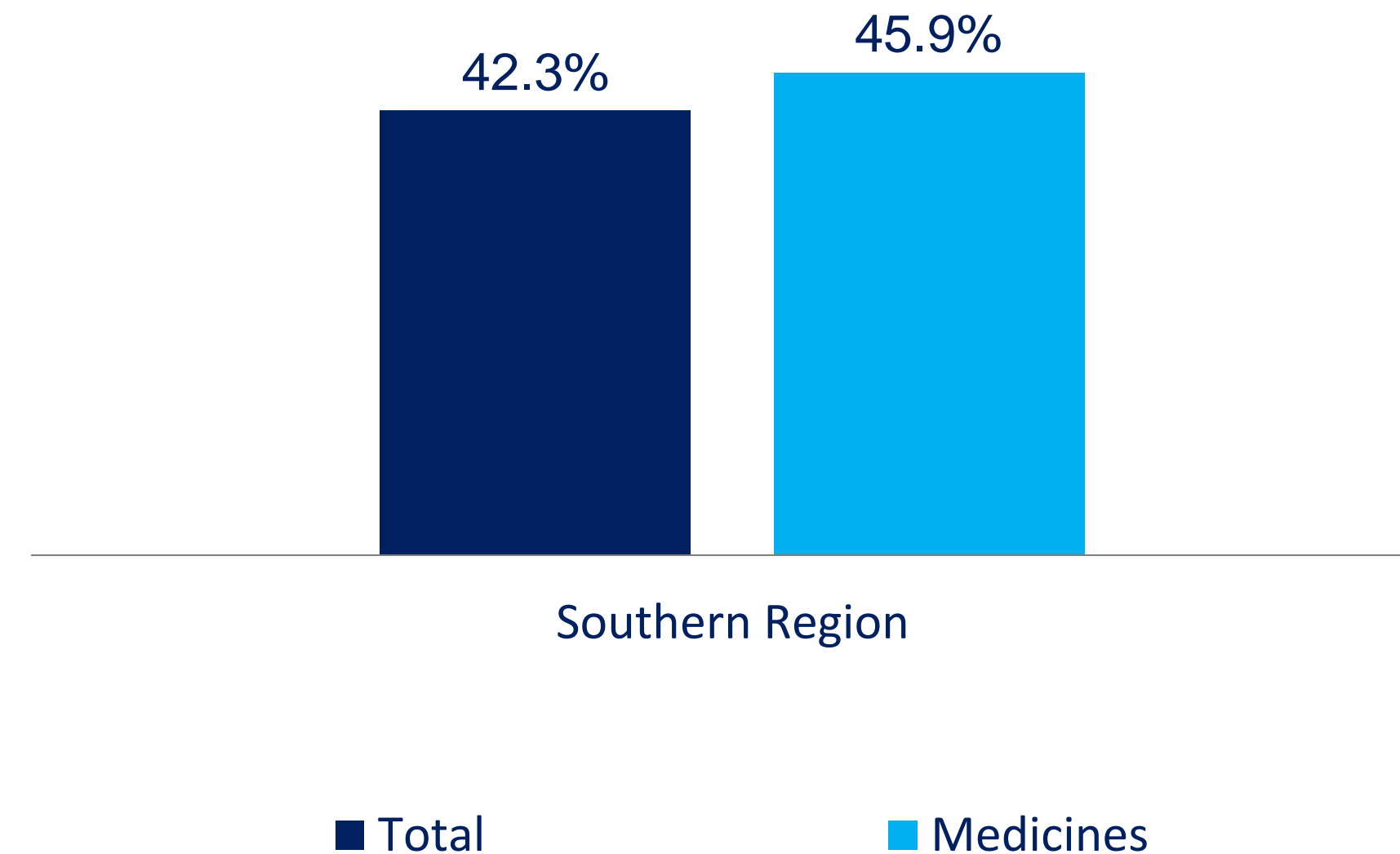


PANVEL KEEPS GAINING MARKET SHARE IN ALL STATES OF SOUTHERN REGION

Market Share – Southern Region



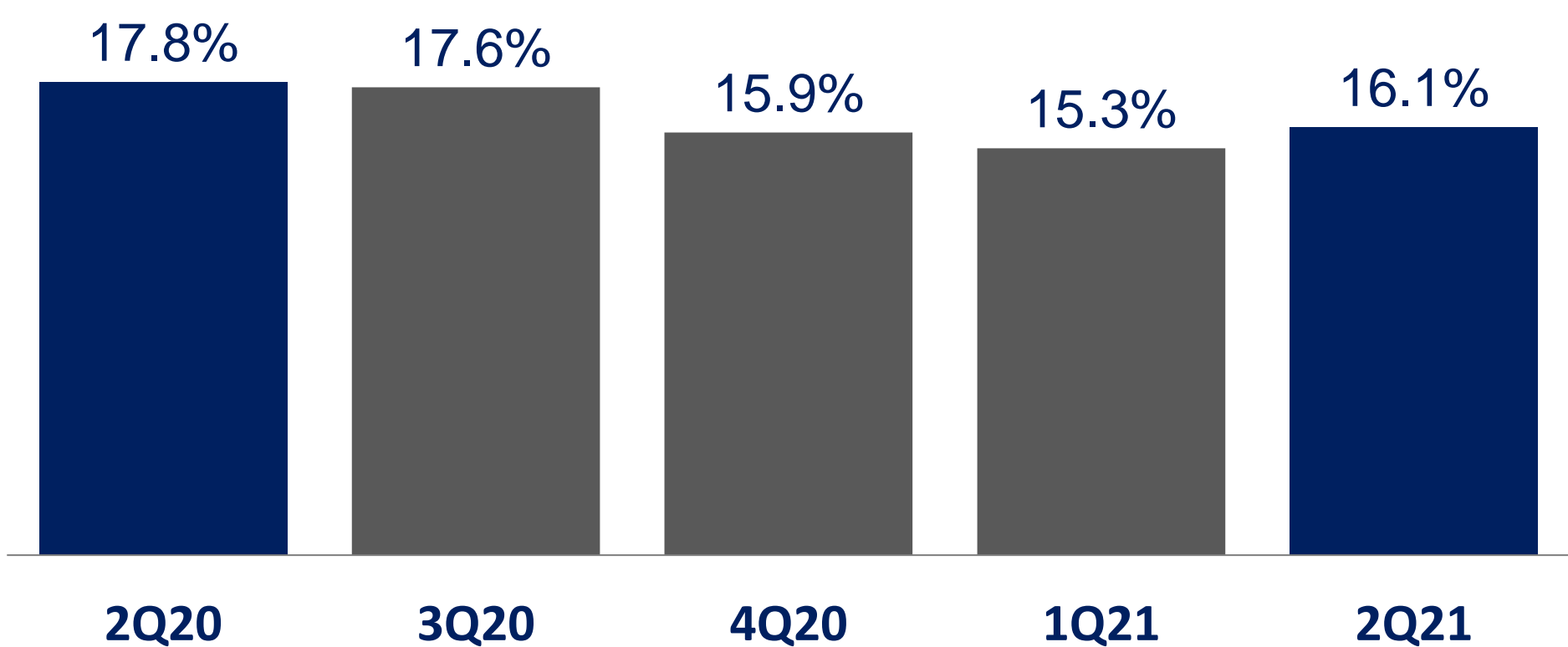
Digital Market Share – 2Q21





PANVEL HAS BIGGEST DIGITAL CHANNELS PENETRATION AND FASTEST DELIVERY IN BRAZIL

(Digital - % Share in Retail)



31% OF DELIVERIES IN 1H 


Click & Collect
494 stores


126 stores +
8 mini-DC's

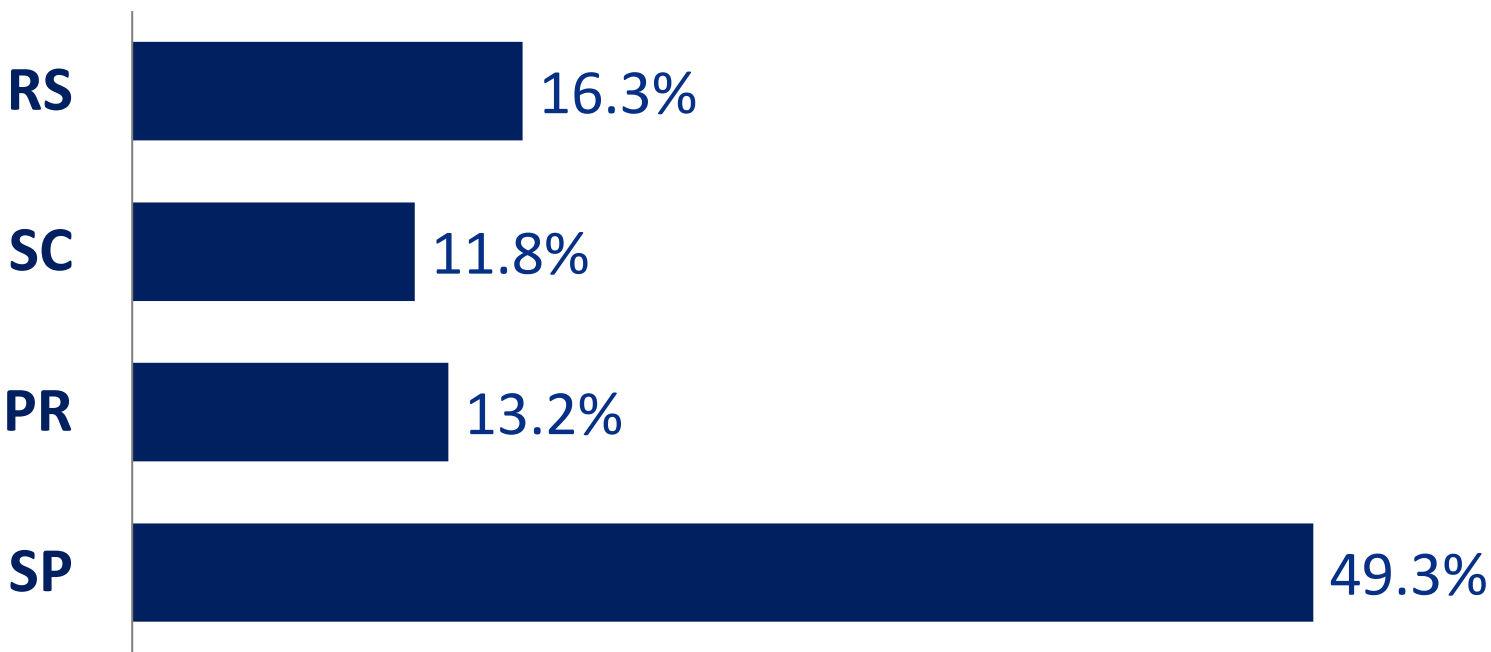






Deliveries 2Q21
595.300 (+4.7% vs 2Q20)



Ship from DC
2 DC's (RS and PR)

% Sales e-commerce over Total Sales (2Q21)



-  Fastest delivery in pharma retail
-  Best NPS of segment
-  Personalized Journey for customer
-  Product and service portfolio



Service Level
97%



PANVEL OFFERS THE BEST EXPERIENCE FOR THE COSTUMER



80

NPS Panvel



79

NPS Store



83

NPS App



85

NPS Site



77

NPS Alô Panvel



4.7

App Store



4.6

Play Store

e bit



97%

Top FIVE



CERTIFICADO
RA1000
ReclameAQUI

8.8





PANVEL CLINIC BREAK RECORD OF PARTICIPATIONS IN RETAIL SALES

+ Structure

Coverage: all states in which we operate

Stores Panvel Clinic: 286 (+275% vs 2Q20)

Vaccination Rooms: 60 (+46.3% vs 2Q20)

Covid Testing Rooms: 251 (2Q21)

Todas novas lojas abrem com Clinic



Leader in vaccination in Southern Region:
39.9% of Market Share
Source: IQVIA



Leader in quick tests in Southern Region:
22.1% de Market Share
Source: IQVIA



5.4%
of Retail Sales



First chain to close partnership with public authorities for Covid-19 vaccination
(+60k vaccines applied)

+ Results 2Q21

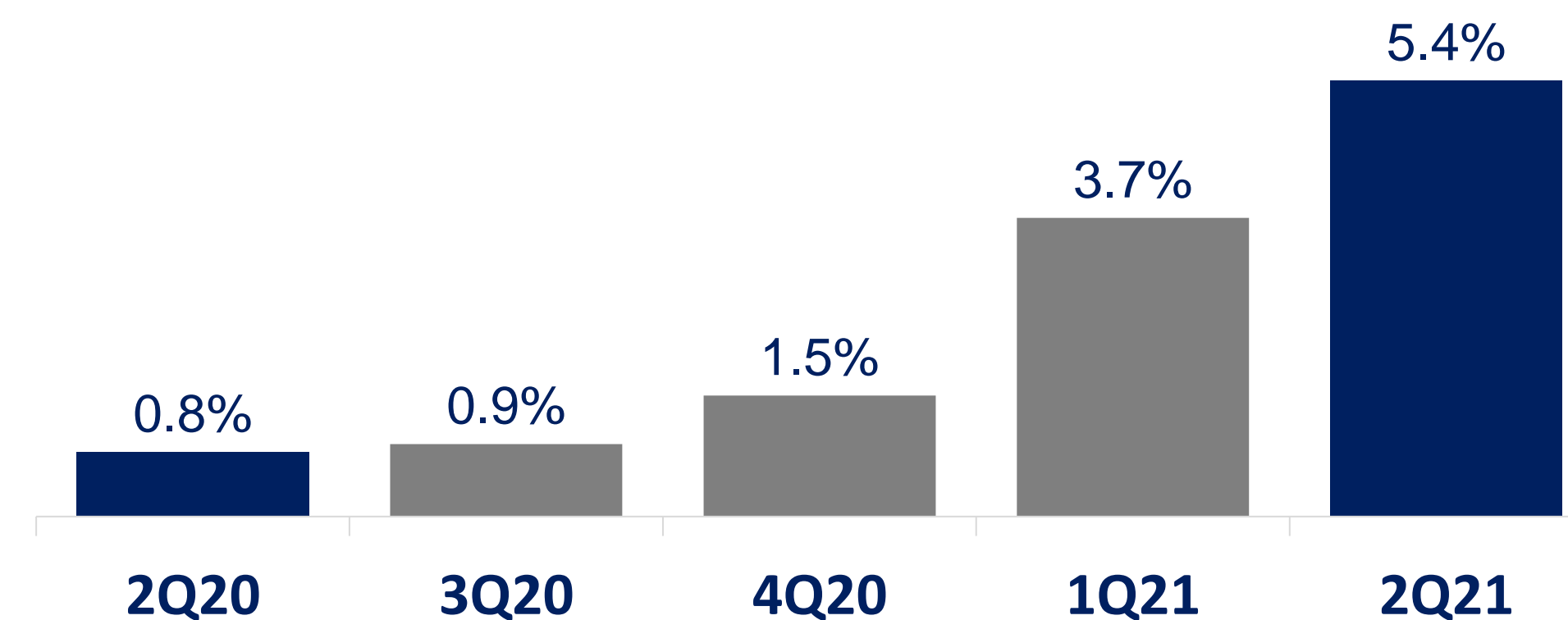
Available services: +100 available services

Vaccines Applied: +120k (+341.4% vs 2Q20)

Covid-19 Quick Tests: +250k (23.4% vs 1Q21)

Other Services: +77k (+124.8% vs 2Q20)

Share in Retail Sales

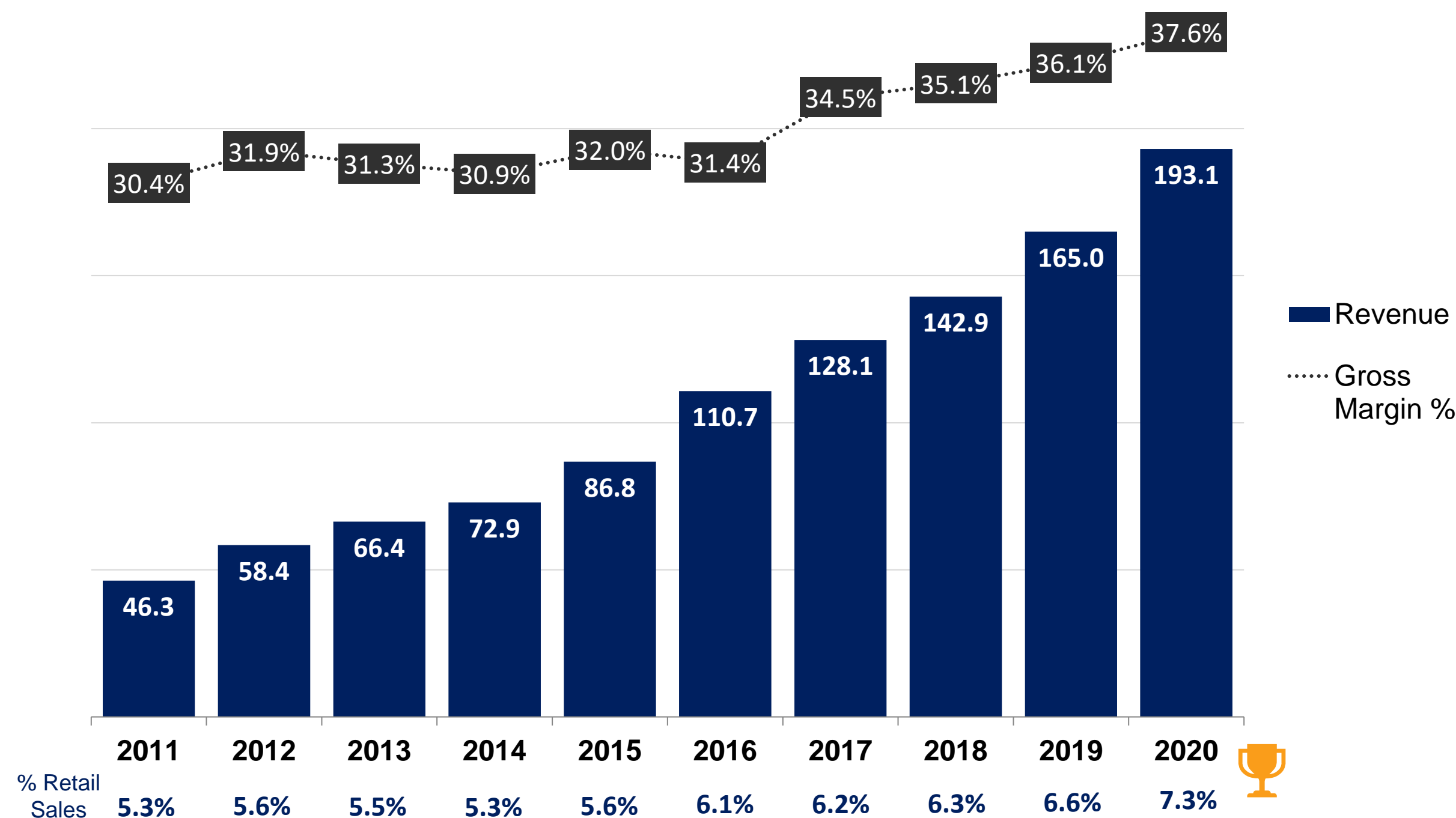




PANVEL PRODUCTS: CONSISTENCY WITH QUALITY AND PROFITABILITY

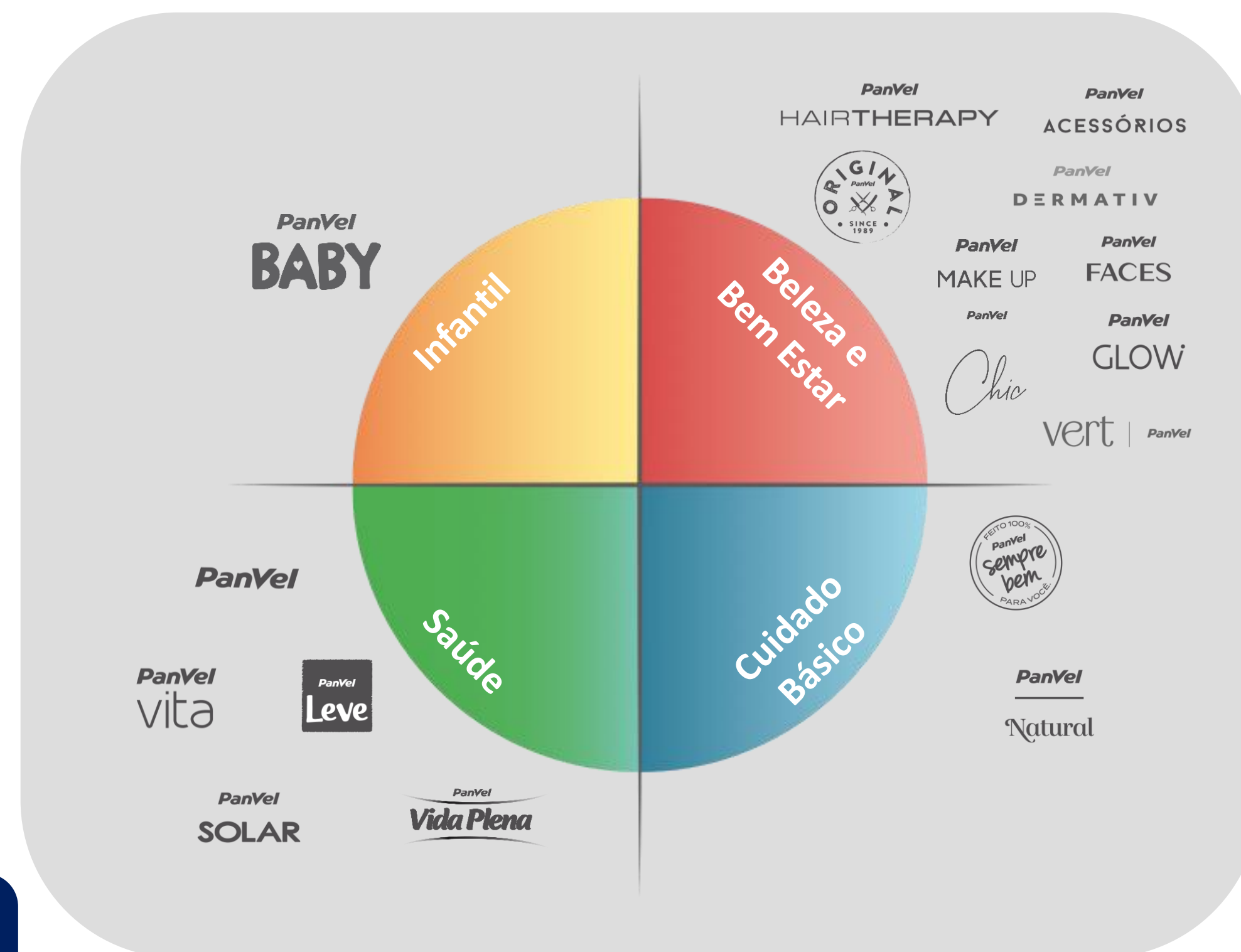
In R\$ million

CAGR 17%



 **7.4%**
of Retail Sales in
2Q21

 **19.4%**
of HB's Sales in
2Q21



+6 p.p.
Private Label
Margin

*Significant portion
produced by Lifar*

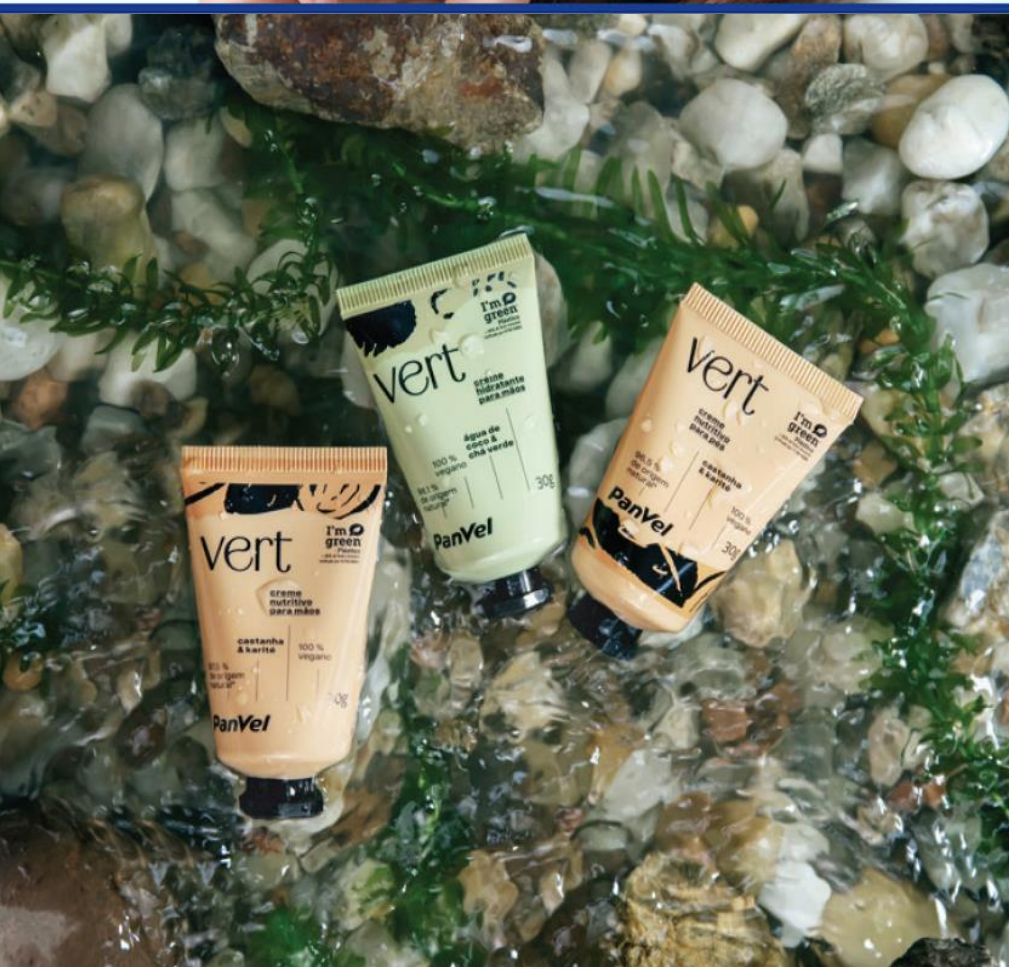
842
SKU'S

+70
SKU'S (2T21)

Earning Presentation 2Q21

grupodimed

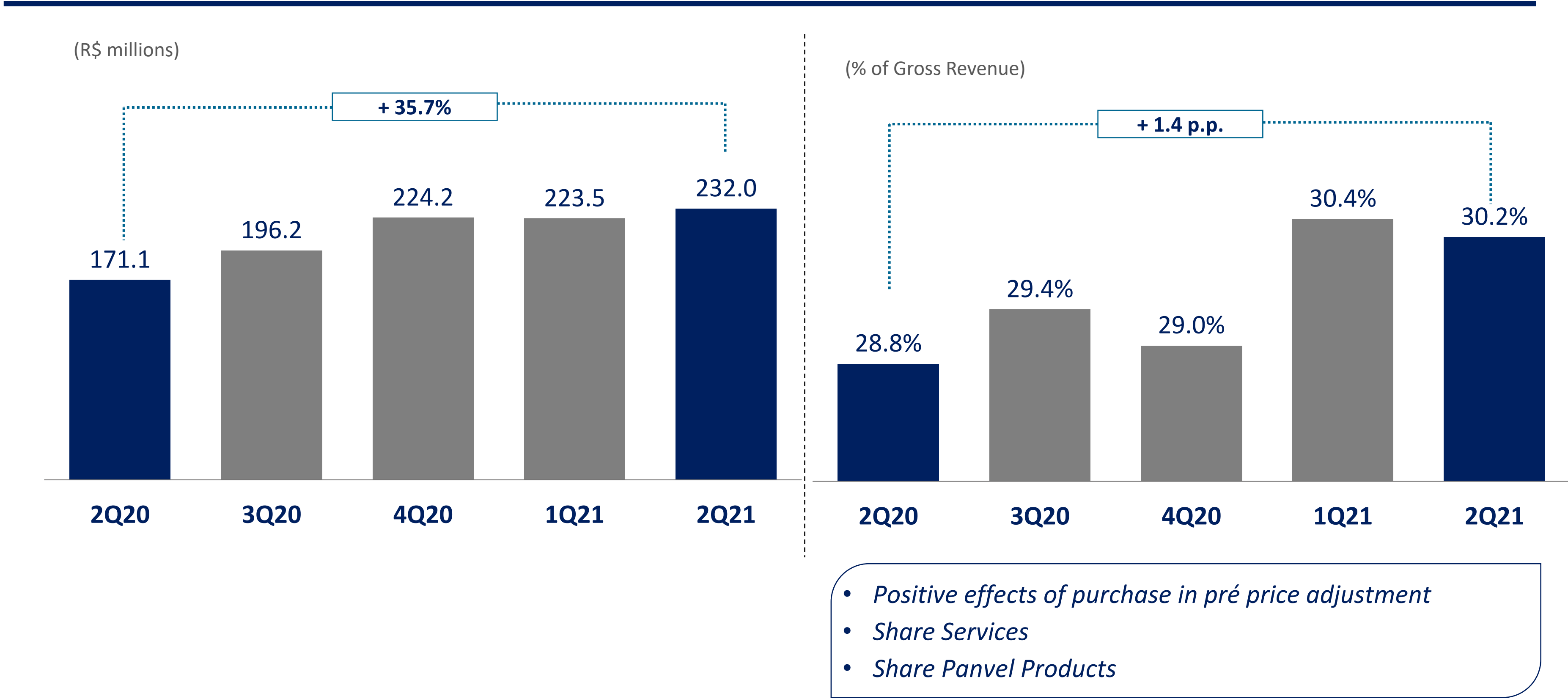
PanVel
FARMÁCIAS





GROSS MARGIN RETAIL REMAINS ONE OF THE SOUNDEST OF MARKET, MAINTAINING HIGH LEVEL

Gross Margin - Retail

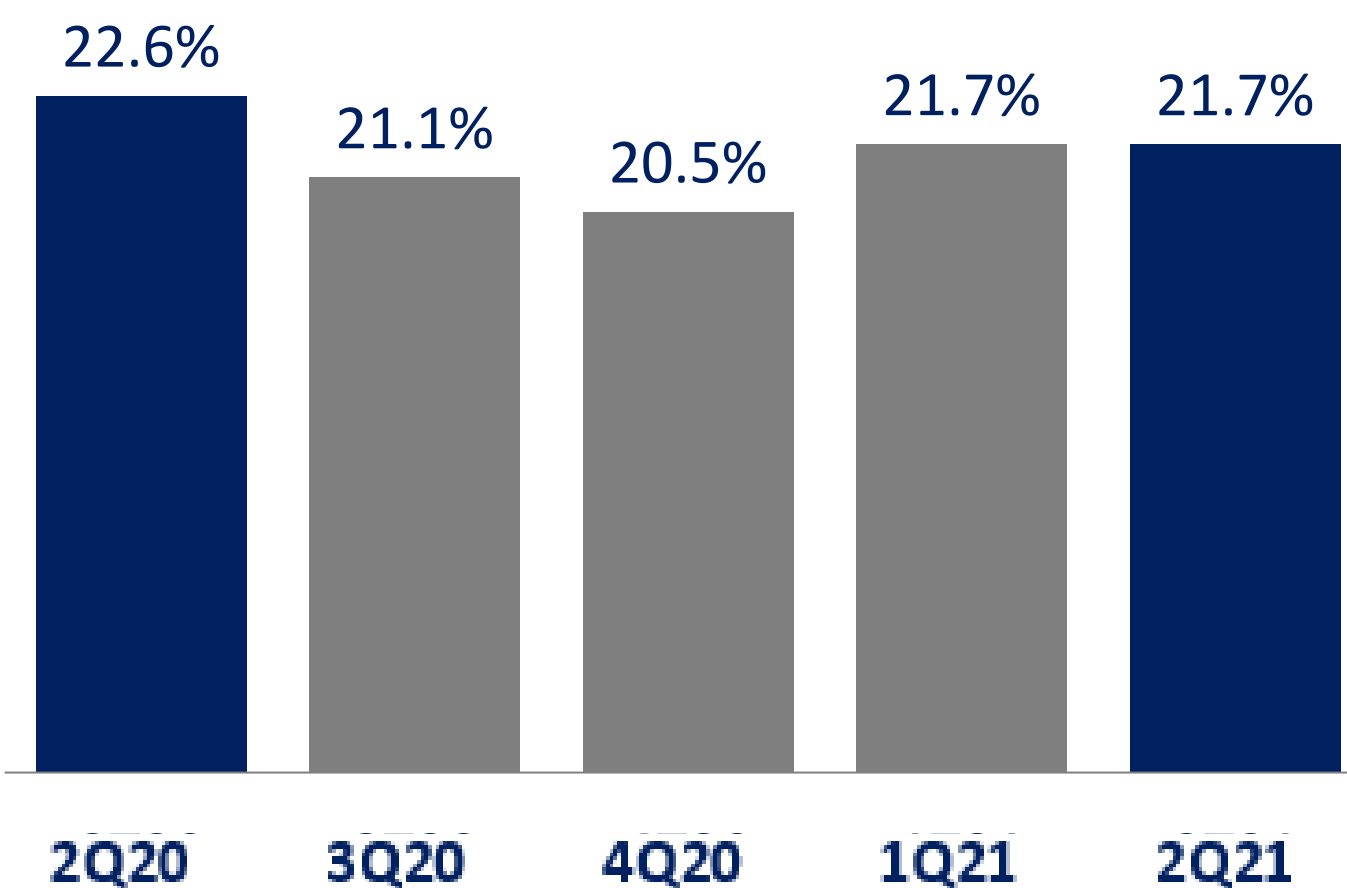




1T21: DESPESAS CONTROLADAS COM PRESSÃO NO CURTO PRAZO EM FUNÇÃO DE INVESTIMENTOS E CRESCIMENTO ACELERADO

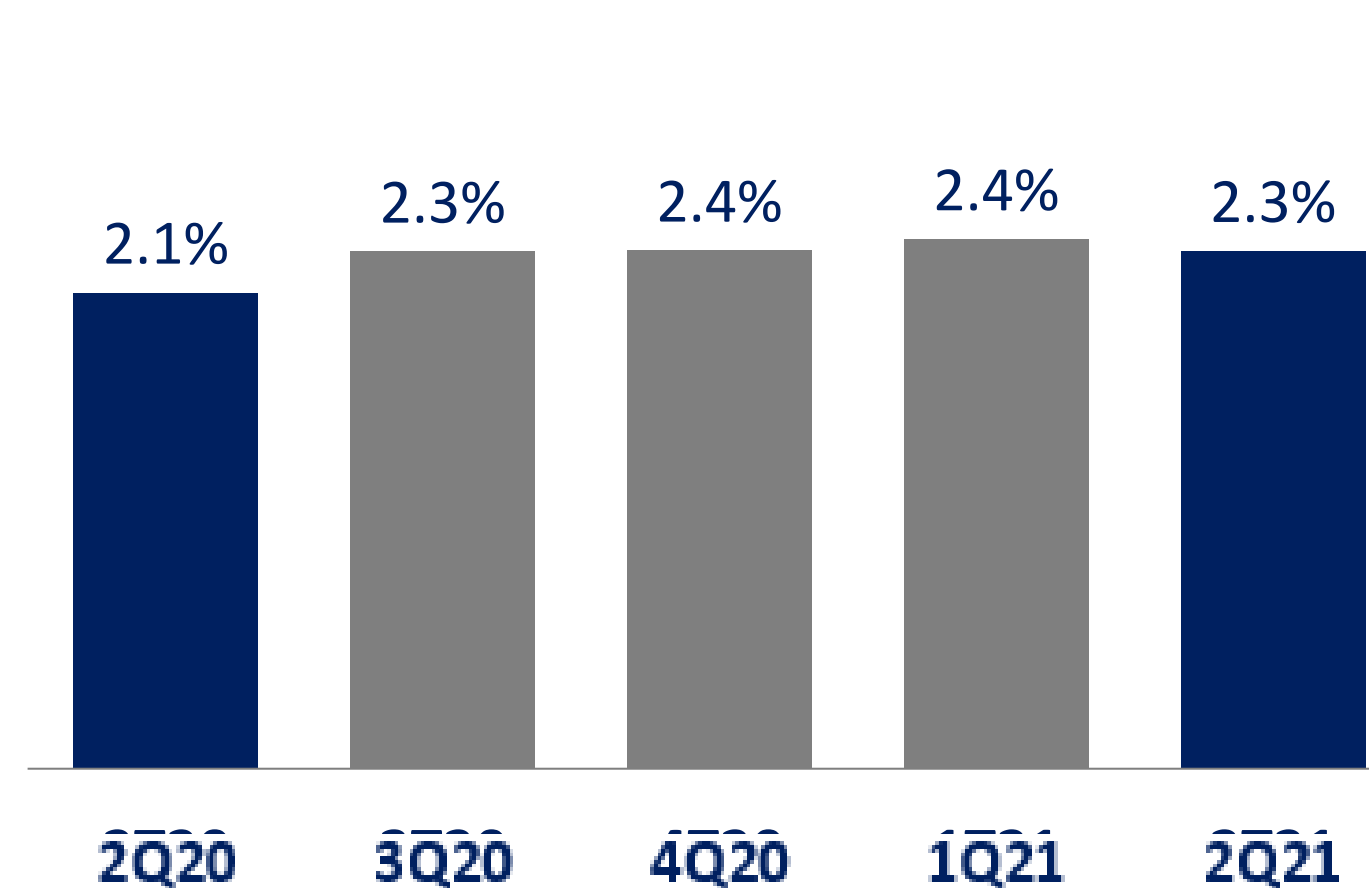
Selling Expenses

(% Receita Bruta)

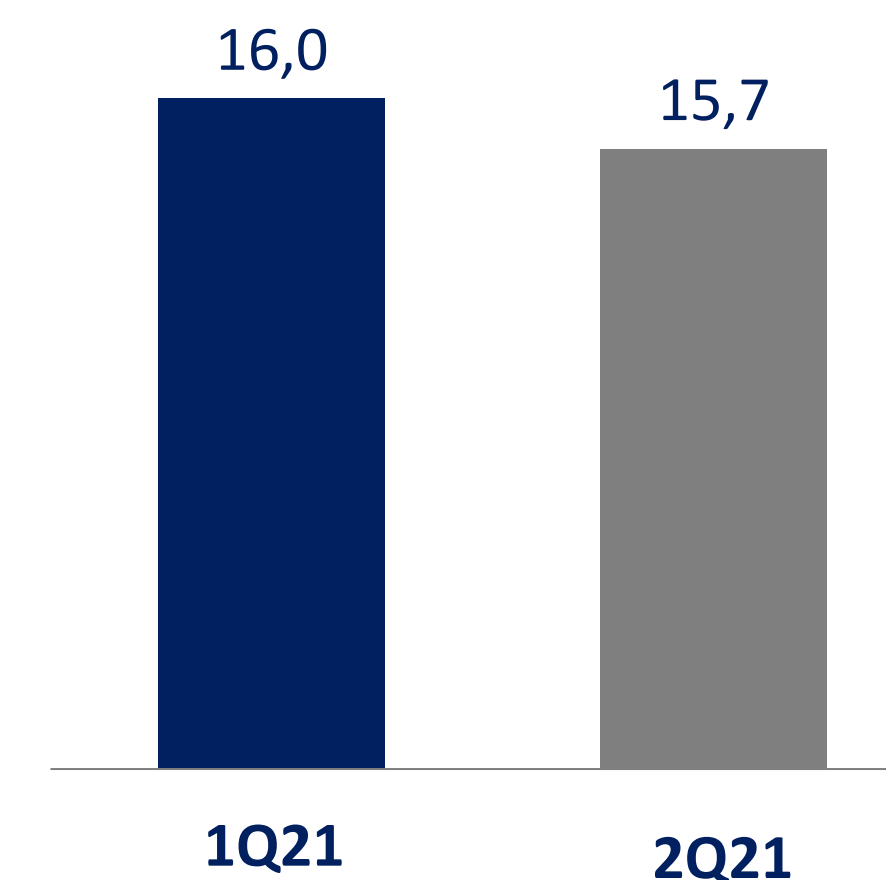


General and Administrative Expenses

(% da Receita Bruta)



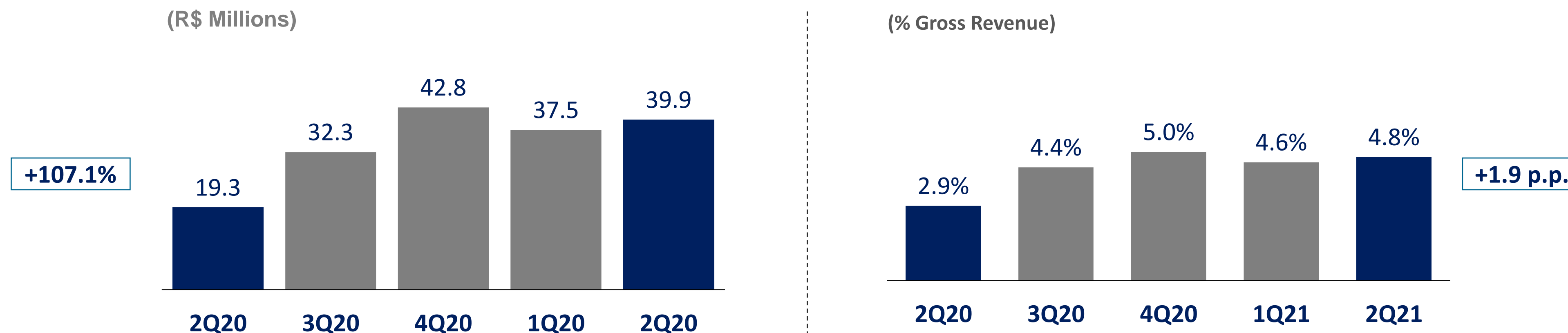
Employees per Store



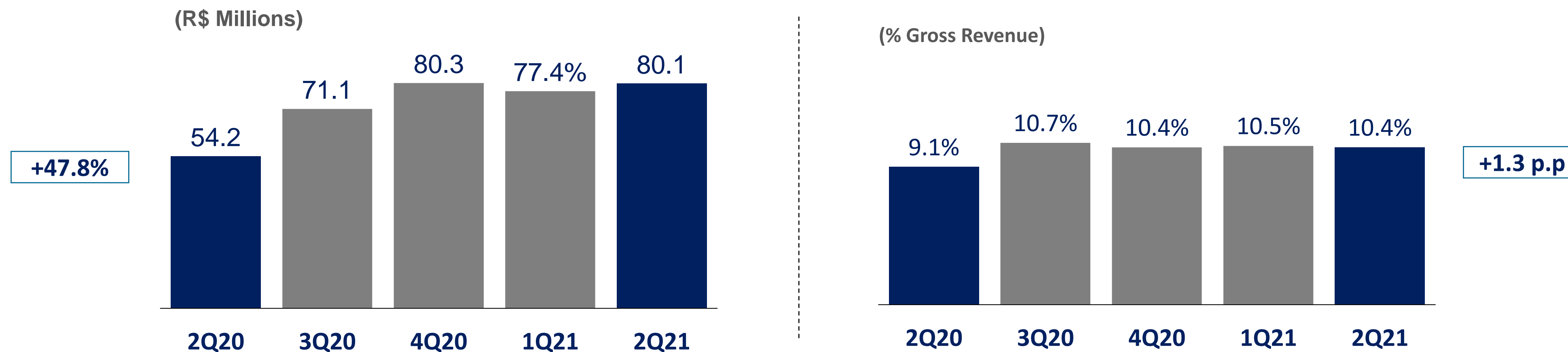


ADJUSTED EBITDA GROWS 107.1% IN 2Q21, AN EVOLUTION OF 1.9 P.P.

Adjusted EBITDA - Group



EBITDA - Retail

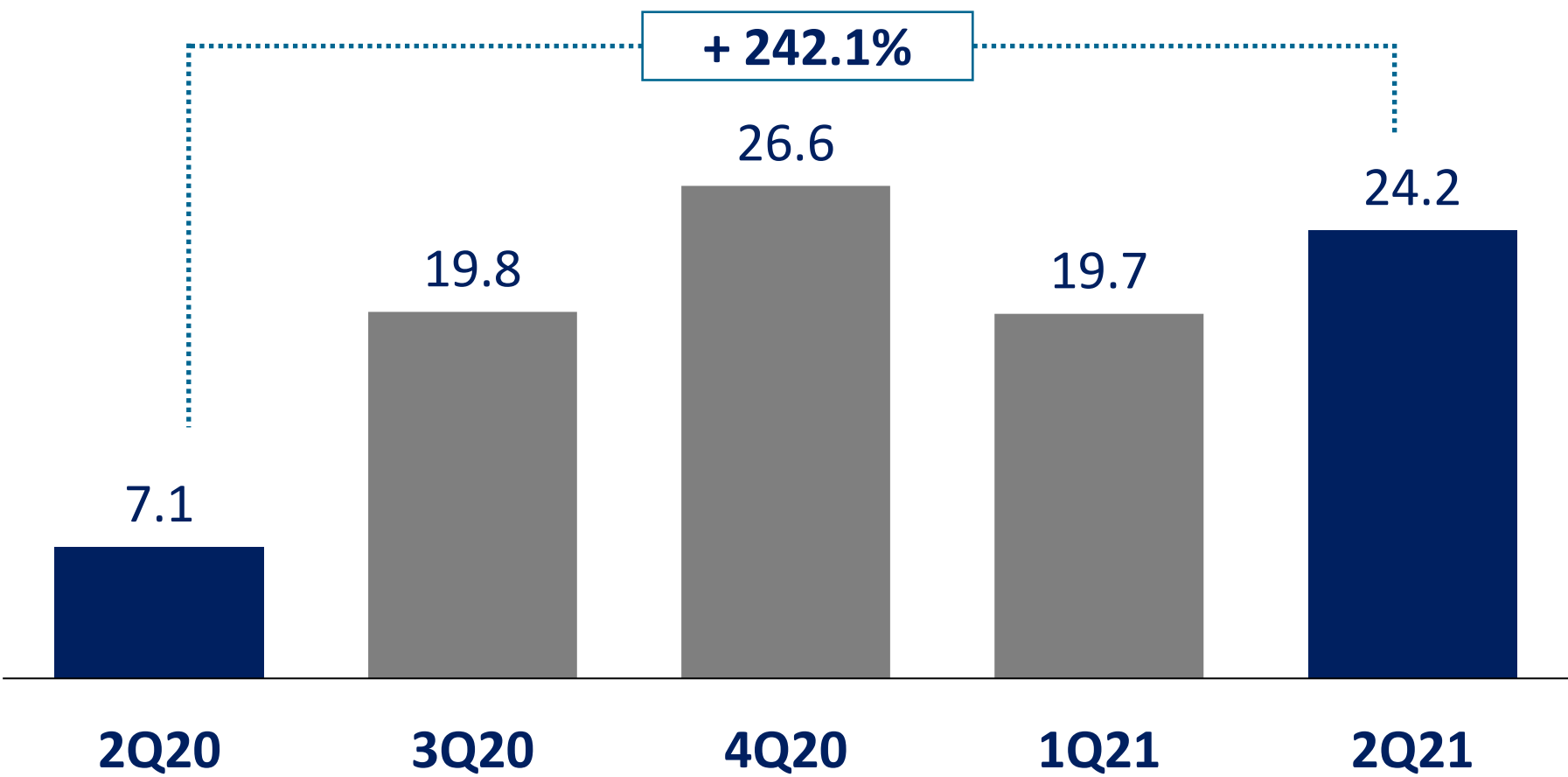




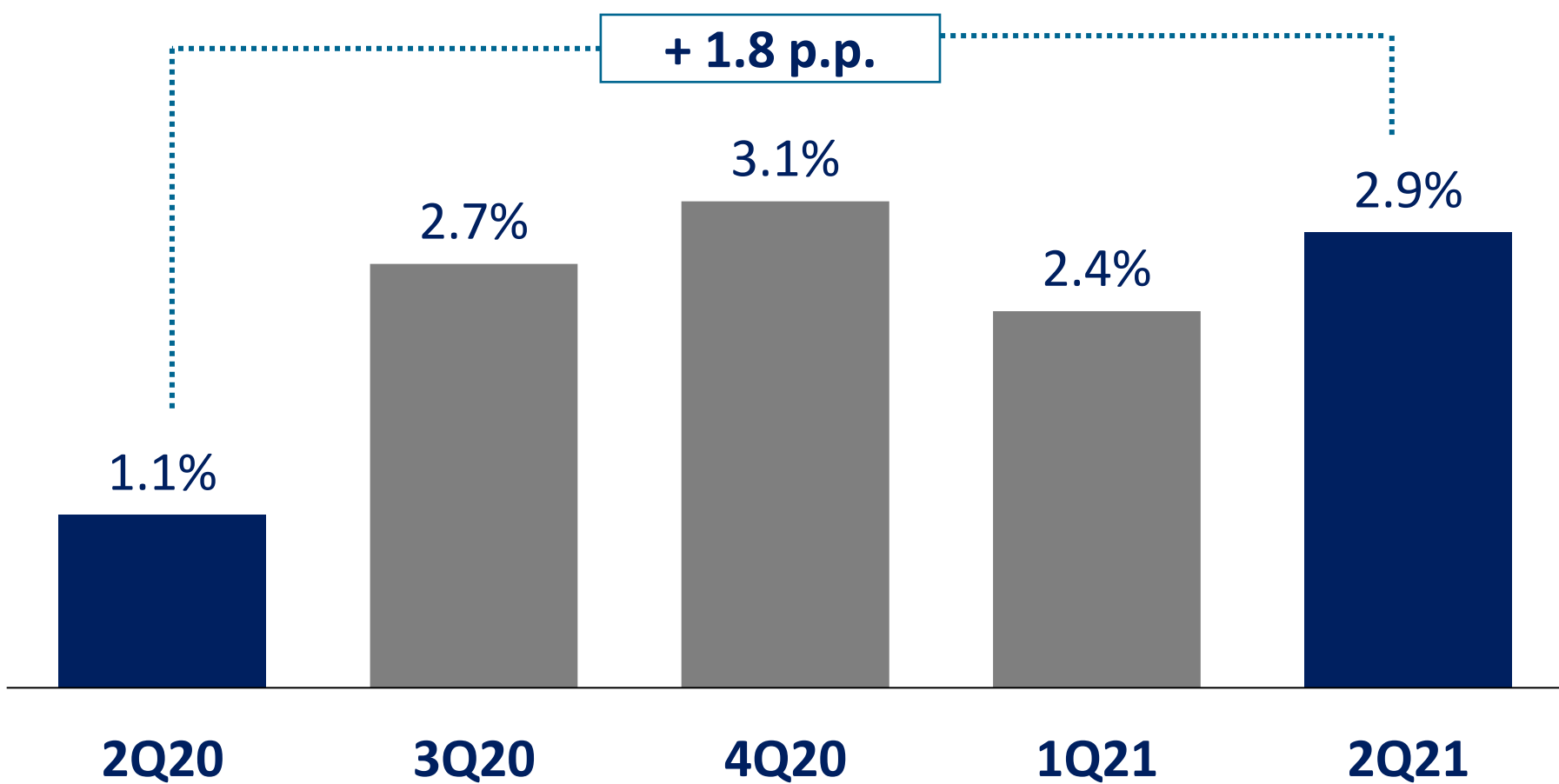
2Q21 NET INCOME GROWS 242,1% IN 2Q21, AN INCREASE OF 1.8 P.P.

Adjusted Net Income

(R\$ millions)

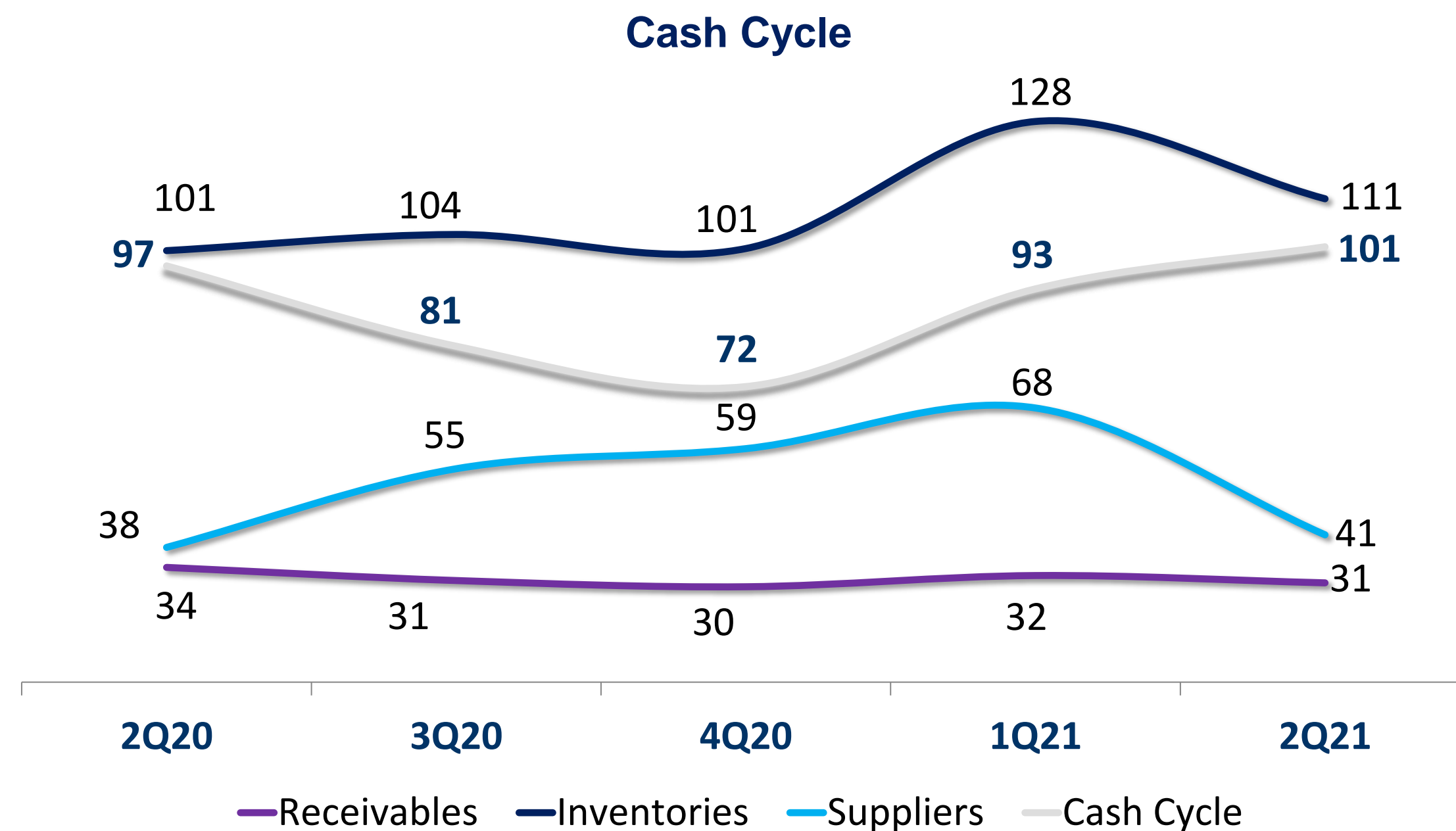


(% Gross Revenue)





CASH CYCLE STARTS NORMALIZATION PROCESS WITH REDUCTION OF INVENTORIES



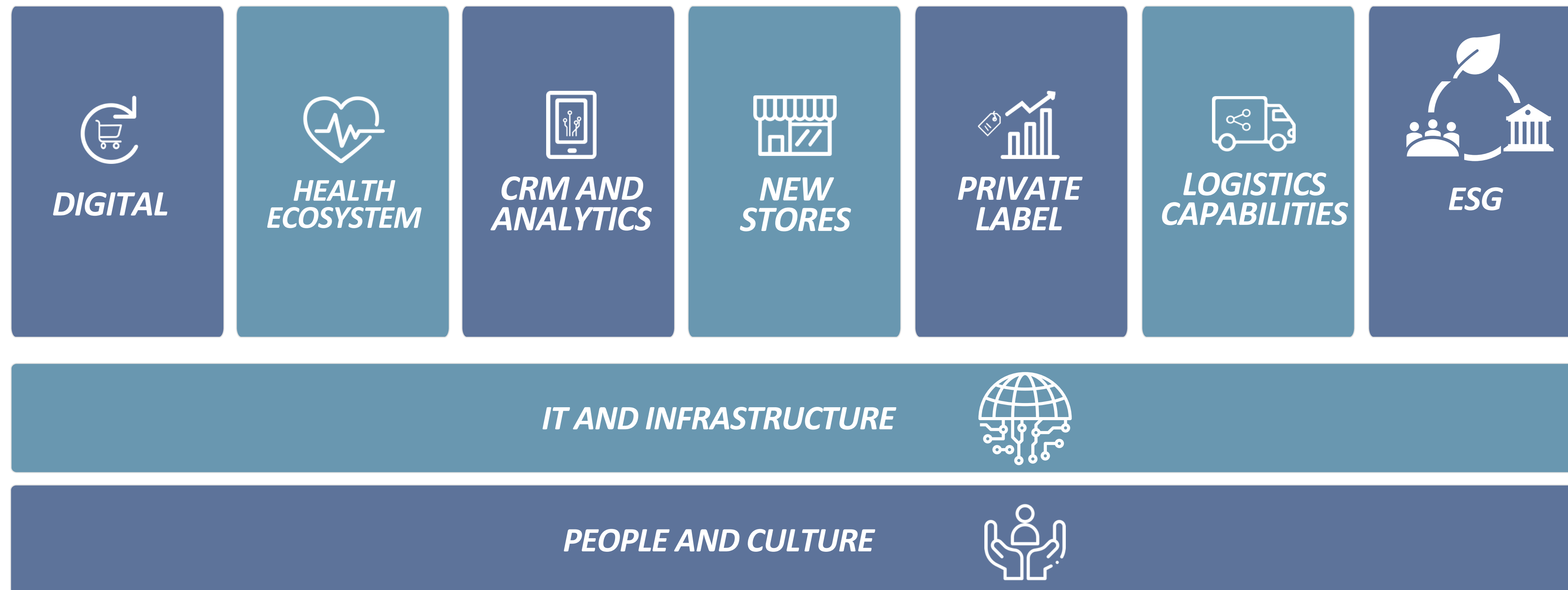
- Pre-price readjustment purchases
- DC Passo Fundo/RS transition

OPERATIONAL HIGHLIGHTS





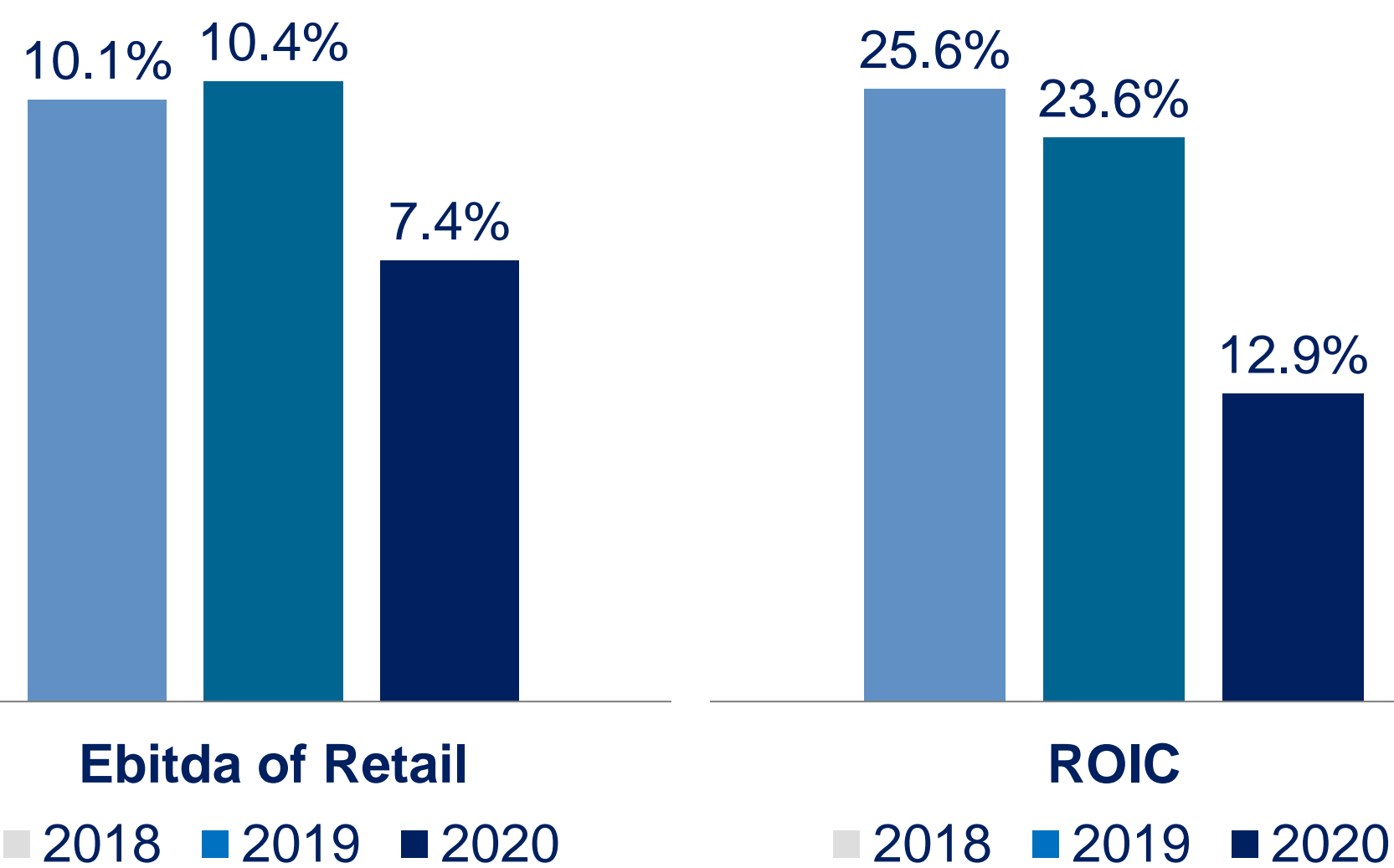
STRATEGIC PILLARS OF SUSTAINABLE GROWTH AND PROFITABILITY





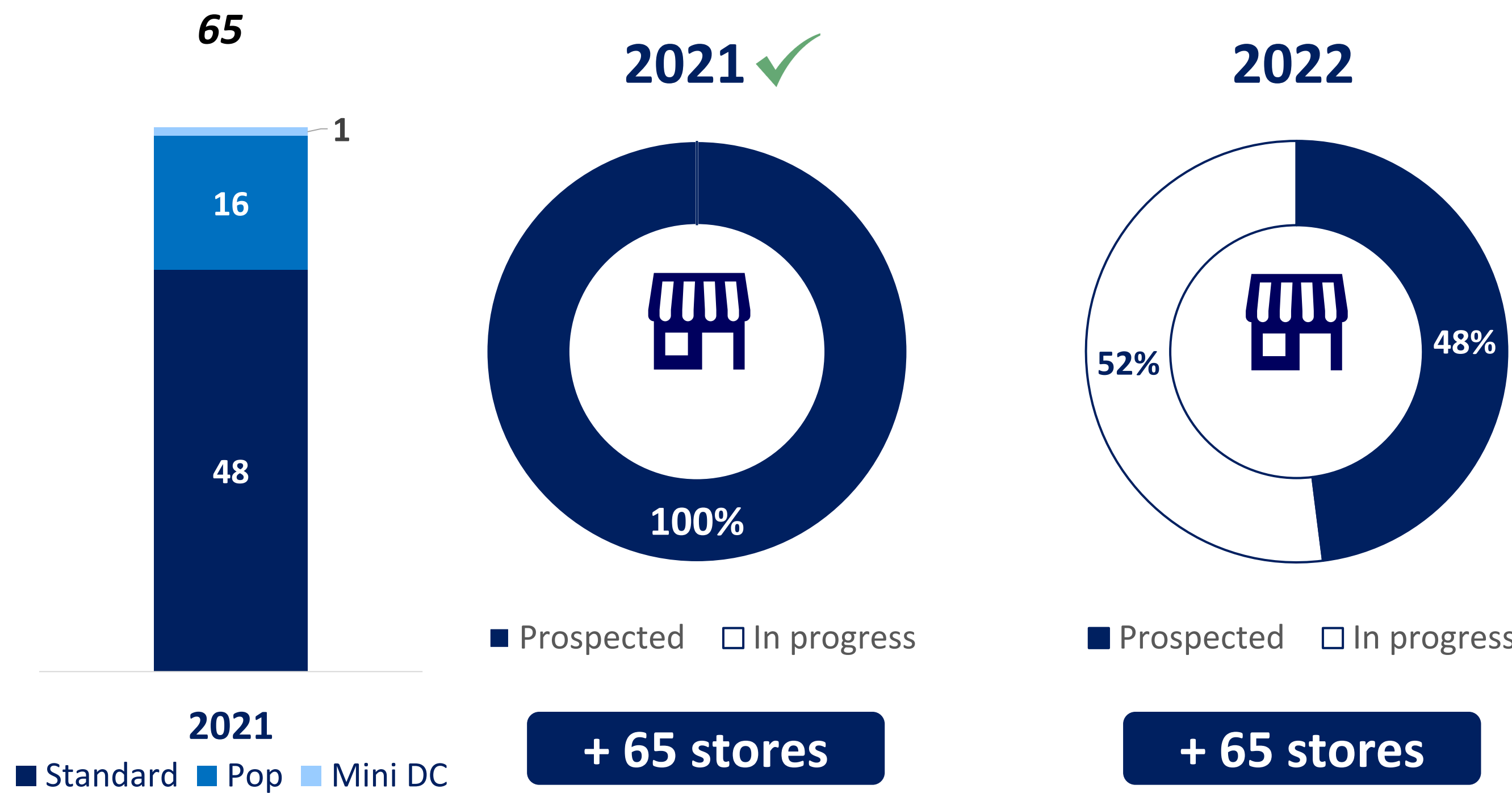
EXPANSION: PHYSICAL STORE AT THE CENTER OF THE STRATEGY

Performance of New Stores



New stores reach 80% of the network's average sales in less than 12 months

Points prospected





ROADMAP DIGITAL



DIGITAL

- + Website Redesign
- + Improvements in UX (User Experience)
- + Improvements in Search tool
- + Long Tail

New Site



New App



+ Product Marketplace

2022



WELL-BEING



HEALTH



NUTRITION

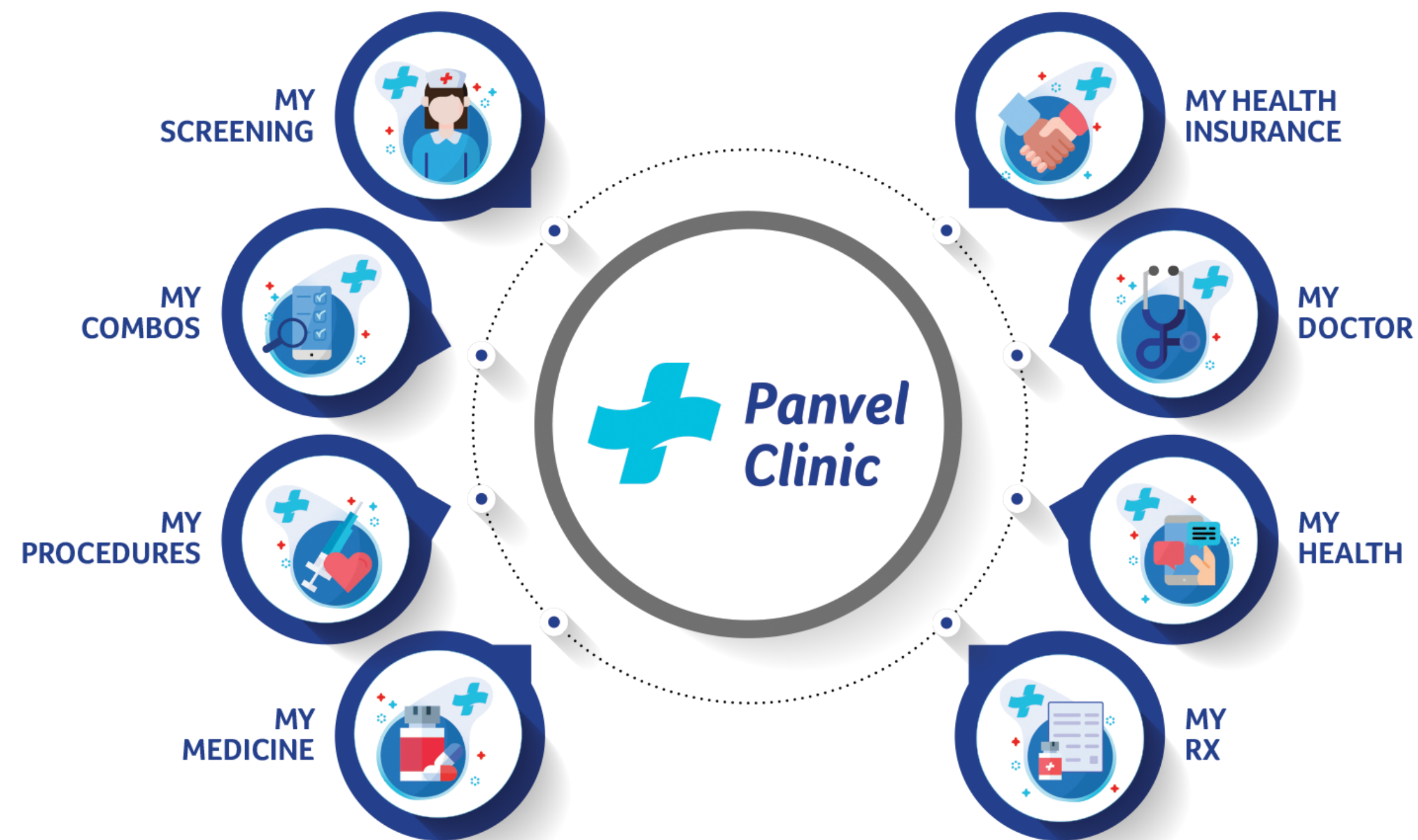


PANVEL CLINIC: A HUB OF NEWS



ECOSSISTEMA
DA SAÚDE

+ 100 available services



+ TLRs

+ Genetics Tests

+ Home Care service

+ Service sells by WhatsApp

Use of Chatbot

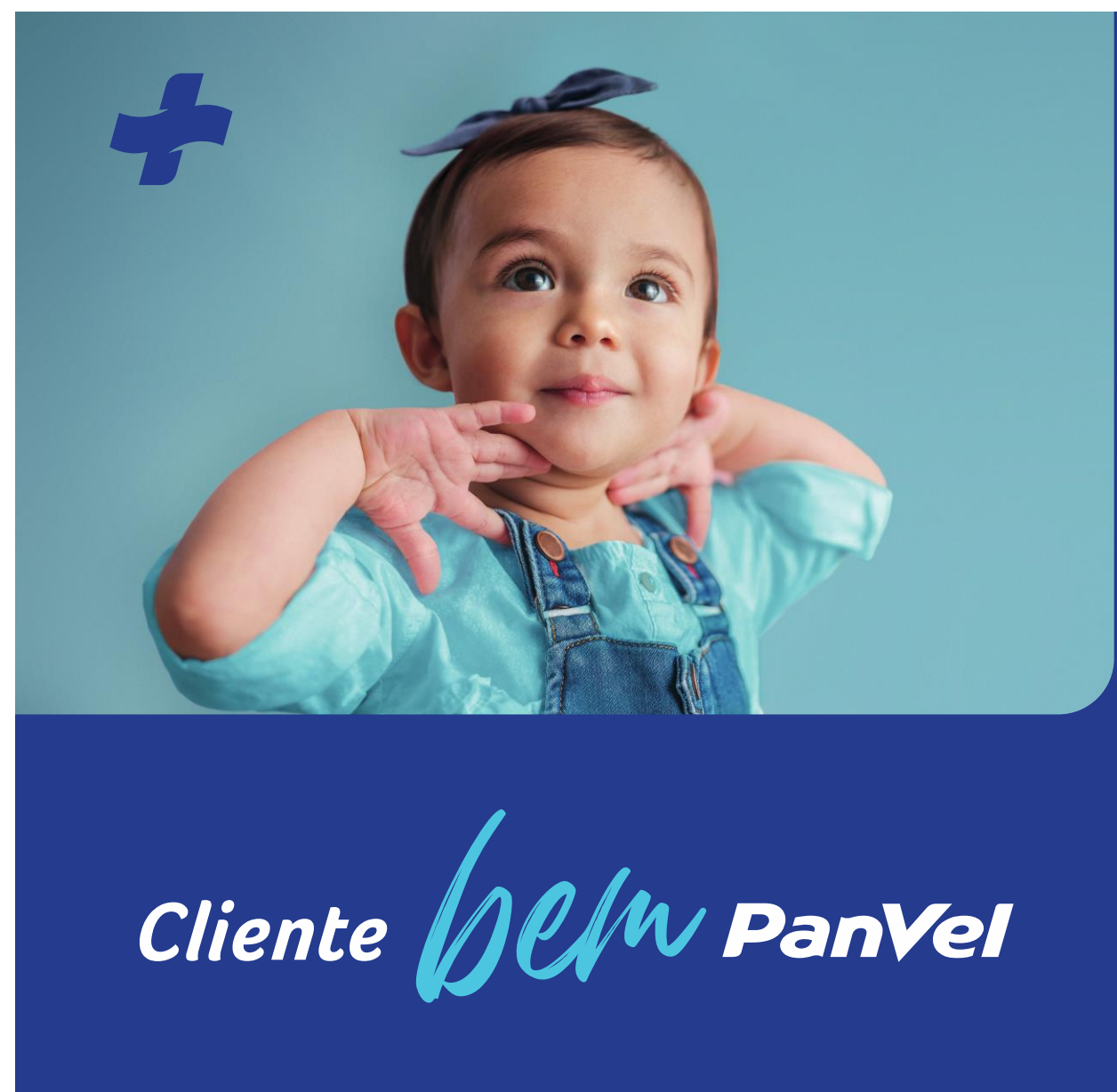
+ Panvel Special Medicines

A solution dedicated to all beneficiaries of health insurance Operators, whose use medicines to chronic and oncological diseases.

Patients are monitored by a team of pharmacists that help to improve quality of life of the patients and to control loss ratio of Health Insurance Operators




PROGRAMA BEM PANVEL



Digital Coupon Wallet



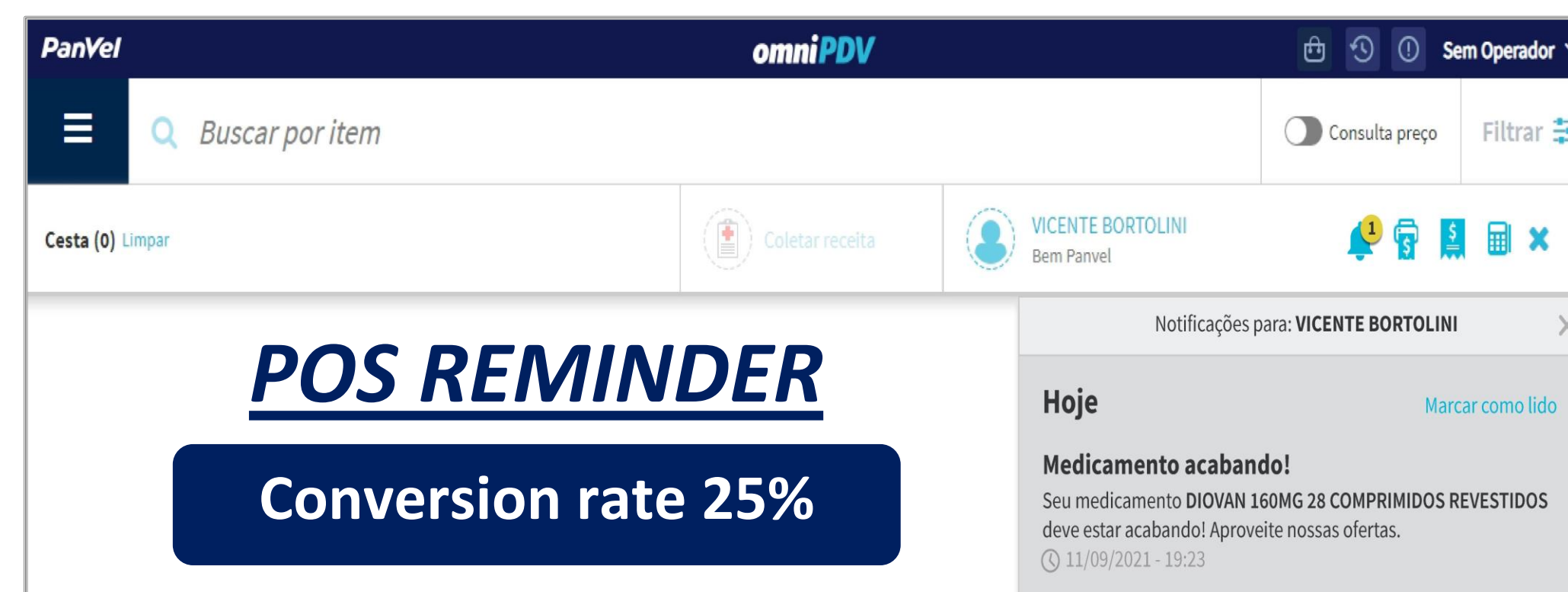
 **11,0 Millions of Costumers**

 **92% of the identified base**

 **7% Omni Costumers**

 **Average Ticket 3x Bigger**

12 identified purchase behaviors
Ex.: Chronical and Continuous





Todos bem

Cuidar de todos é cuidar de cada um.



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ESG TODAY



INCLUSION AND DIVERSITY



**WOMEN'S
LEADERSHIP**

**Administrative
Council**
1ª Recommendation

**Direction
Office**
30.0%

**Management
Office**
72.5%

**% of
employees**
71,9%



**BLACK/BROWN
LEADERSHIP**

19%



To promote inclusion of diversity in our group of employees and reinforce their role in Society, the Grupo Dimed created, in 2012, the **Programa Juntos**

SOCIAL AND ENVIRONMENTAL RESPONSIBILITY



5 Power Plant

**4º Largest
Carport in Brazil**

**Renewable
Energy**
40% of Stores



CORPORATE GOVERNANCE



B3'S NOVO MERCADO MIGRATION

+ CONVERSION OF PREFERRED SHARE ✓

+ GENERAL MEETING CALL (FOR 08/19/2021)

- *Election of 2º Independent Member of Board of Directors;*
- *Bylaw's actualization, as required by B3.*

**MIGRATION WILL OCCUR IN
AUGUST/21**



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DIMED **PanVel** **LIFAR**
distribuidora FARMÁCIAS

Q&A

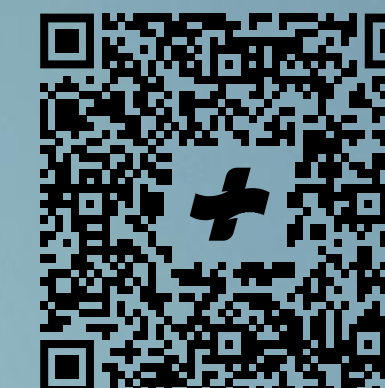
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Baixe o app



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