



FHC
THE FUTURE OF HEALTH CARE

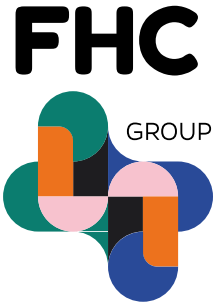


CORPORATE PRESENTATION



THE FUTURE OF HEALTH CARE

fhcthefutureofhealthcare.pt



CORPORATE PRESENTATION **FHC GROUP**



“

A “dream” can only come true if we ever had the chance to dream!

In February 1998, we started, in a humble and passionate way, the long journey in the pharmaceutical industry that would become FHC Group!



CORPORATE PRESENTATION **FHC GROUP**



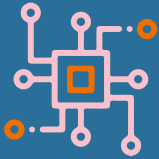
CLINICAL INVESTIGATION

Basinnov



MANUFACTURING

Laboratórios Basi



CONSULTANCY AND INNOVATION IN TECHNOLOGY

ePharma
Zeone Consulting



RETAIL, LOGISTICS AND DISTRIBUTION

Empifarma
FHC | Farmacêutica
Laphysan
Mecofarma
Mozpharma
Lamar International
Overpharma
Socifarma
SVP Pharma
Vitamed
Worldrugs



WHO ARE WE?

OUR GROUP

FHC Group is one of the most relevant business groups in the pharmaceutical sector in Portugal. It has exclusively private, Portuguese capital and is present on 4 continents and throughout the entire medicine value chain, with recognised expertise in the industrial area, distribution in the ambulatory and hospital markets, exports and internationalisation, R&D in health and information technologies.

AREAS OF ACTIVITY

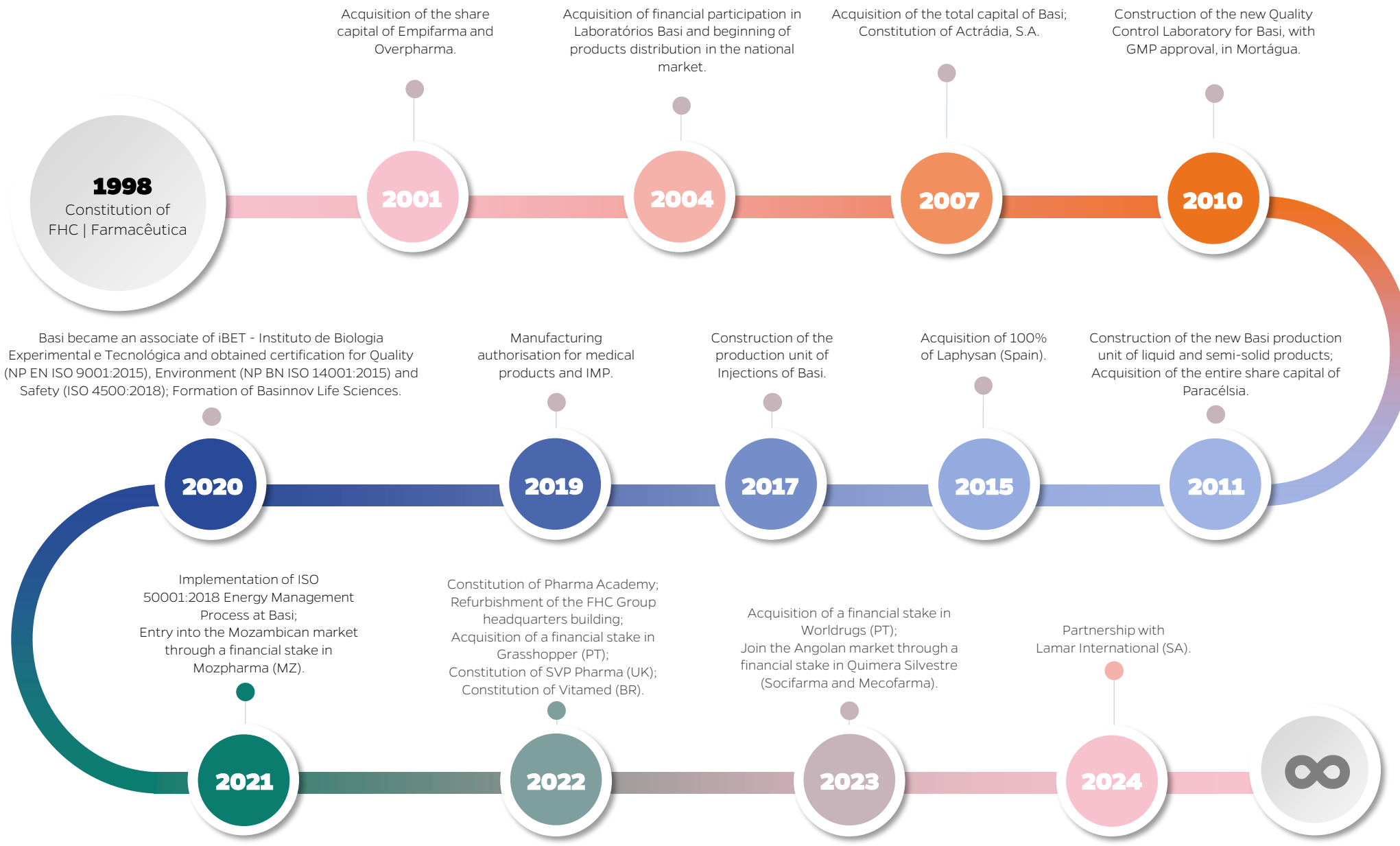


FHC



CORPORATE PRESENTATION **FHC GROUP**

TIMELINE

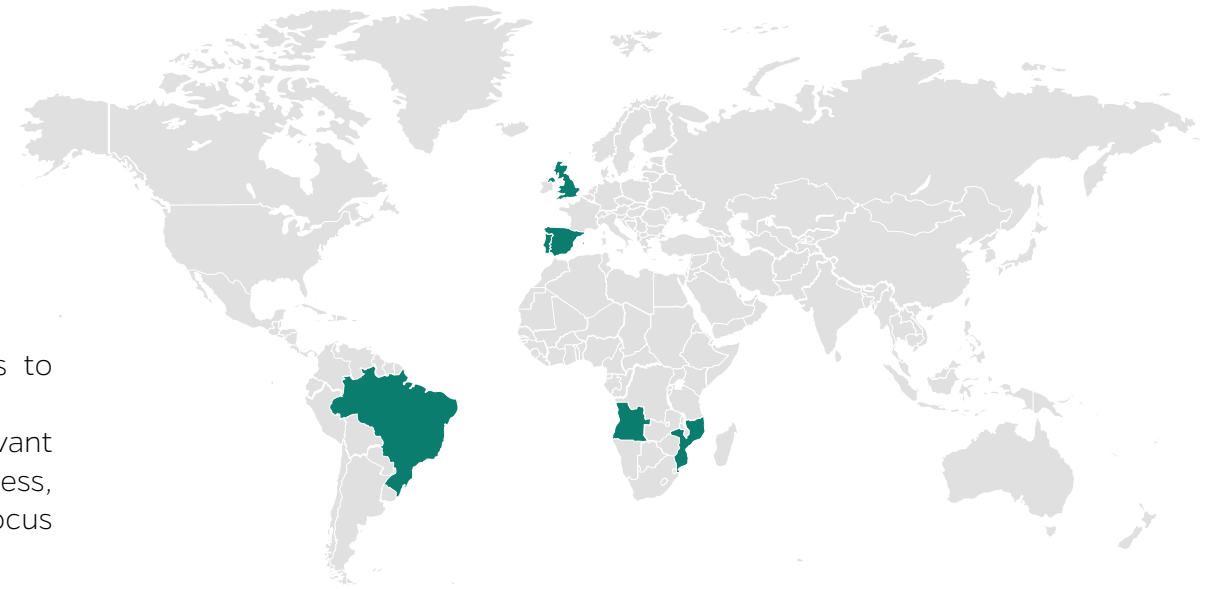




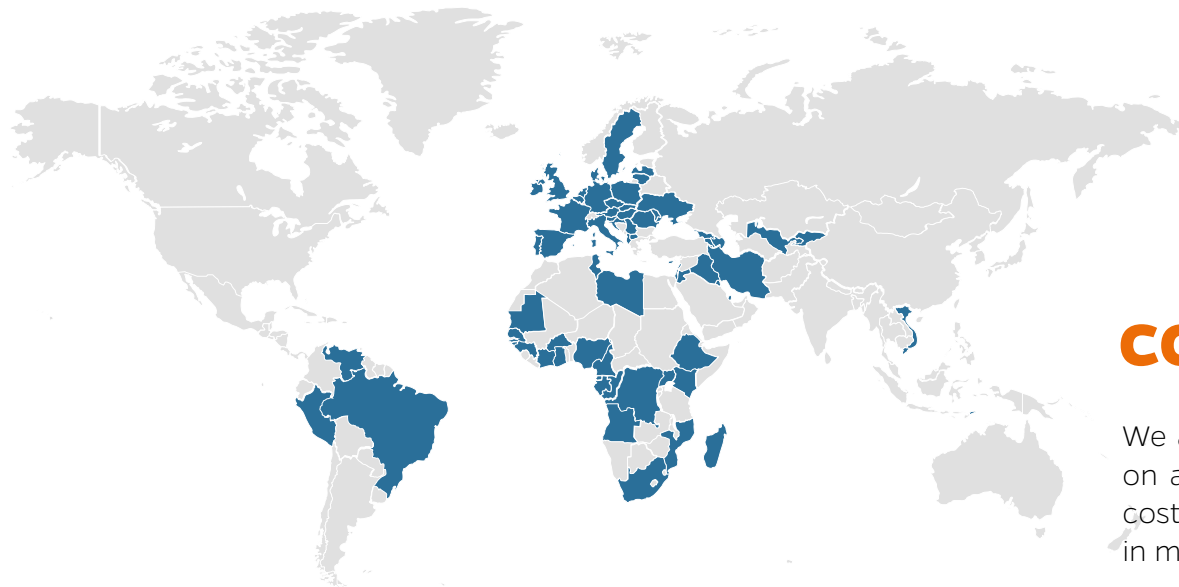
A GLOBAL GROUP

DIRECT PRESENCE ▶

We are directly present in 7 geographies, which allows us to operate in an integrated manner in these markets. Over the last 25 years, the group has accumulated relevant experience in various areas of the pharmaceutical business, developing its business activity in the Health sector, with a focus on the entire pharmaceutical value chain.



CORPORATE PRESENTATION **FHC GROUP**



◀ MARKETS

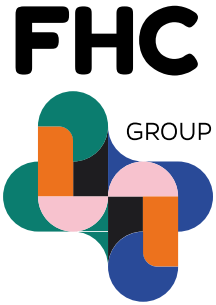
4 

CONTINENTS

65 

COUNTRIES

We actively work for the unmet needs of patients and consumers on a global scale, providing healthcare products at an affordable cost, contributing to the health and well-being of millions of people in more than 60 countries.



PEOPLE FIRST THE FUTURE OF WORK

OUR VALUES

CONFIDENCE

We promote and foster solid relationships with colleagues, clients and other partners, taking responsibility for what we do.

COURAGE

We step out of our comfort zone even in adverse, uncertain and constantly changing contexts. We challenge ourselves to grow and evolve every day.

ETHICS

We adopt strict and irreproachable personal, professional and business conduct.

AGILITY

We recognise changes in the environment and act diligently in responding to requests, solving problems and implementing new ideas. We are pragmatic and focused on finding solutions.

INNOVATION

We find new ways to succeed by expanding our knowledge and skills. We challenge ourselves to push the boundaries, anticipate trends and continually reinvent ourselves.

CEICA

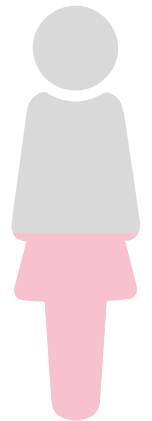
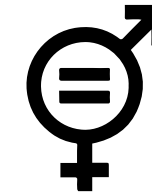
FORECAST 2023

770 
EMPLOYEES



274
HIRINGS

DISTRIBUTION BY GENDER



50.7%

49.3%



SUSTAINABILITY

A CHALLENGE FOR 2024!


AGENDA

Strengthening the circular economy policy in all FHC Group companies continues to be a priority, which is why important global challenges have been launched, such as the sustainability plan and the local waste weighing project.

The challenge for 2024 is set: **to maintain the high levels of quality of the products and services offered, while optimising the management of the resources at our disposal.**

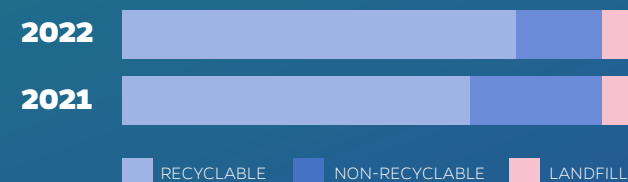
595 
RECYCLED WASTE
TONS

 **3.146**
ENERGY CONSUMED
TEP

84.219 
WATER CONSUMED
M³

WASTE GENERATED

TONS



WATER CONSUMPTION

M³





CORPORATE PRESENTATION FHC GROUP



GROUP COMPANIES

FORECAST AGGREGATE
FINANCIAL INDICATORS
2023



490M

TURNOVER
€



27M€

EBITDA



225M€

EQUITY



800

EMPLOYEES



LIFE SCIENCES AND BIOTECHNOLOGY

BASINNOV

Basinnov aims to contribute to better access to innovation by researching and developing innovative therapeutic solutions in the areas of oncology and immunology.

The goal is to continue the group's legacy, initiate partnerships in the area of biotechnology and therapeutic innovation, with high quality standards, to respond to the unmet needs in the national and international market for innovative orphan products.

WE OFFER



**Support in development
and industrialisation
roadmap**



**Access to state-of-
the-art manufacturing
facilities**



**Investment
capacity**



**Distribution network in
4 continents**



**Access to best of
knowledge and
experience in
pharmaceutical industry**



**Integration in an emerging
pharmaceutical group
with entrepreneurship
capacity**



Laboratórios Basi is recognised as a reference company in its activity sector, with a history of more than 50 years, built over a diversity of events, experiences and continuous learning, focusing on consolidating an image that reflects its main values.

The Basi mission is to develop, manufacture, market and distribute medicines and therapeutic solutions globally, coined by the excellence of European quality, supported by innovative technologies, in a competitive and flexible way.

FORECAST 2023



60M€
TURNOVER



13M€
EBITDA



45M€
EQUITY



299
EMPLOYEES

240+ REGISTERED MEDICINES

60+ PRESENCE (COUNTRIES)

2

INDUSTRIAL UNITS

18

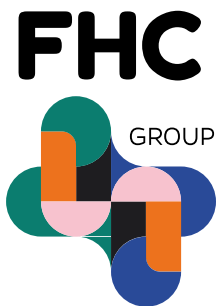
THERAPEUTIC AREAS

PRODUCTIVE CAPACITY

133M
SMALL VOLUME INJECTABLES

70M
LARGE VOLUME INJECTABLES

65M
LIQUIDS AND SEMISOLIDS



FHC | Farmacêutica
Because We Care

INTERNATIONAL COMMERCIALISATION
AND DISTRIBUTION

FHC | FARMACÊUTICA

FHC | Farmacêutica is a global supplier of healthcare products and a worldwide reference in the supply chain of medicinal products and other healthcare products and a full-liner operator of products and logistic solutions in the sector.

FHC | Farmacêutica leads FHC Group, holding a set of subsidiaries, that act transversally in the human health area.

FORECAST 2023



47M€
TURNOVER



3.2M€
EBITDA



116M€
EQUITY



53
EMPLOYEES

INSTALLED CAPACITY



4.800M²
STORAGE
AREA



120M³
COLD
VOLUME



15 K
SKU's



1
MANAGEMENT
SYSTEM



5.000
LOCATIONS /
RACKS



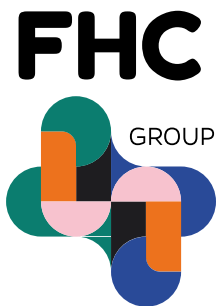
5.421
EXPORTED
TONS



269
LOADED
CONTAINERS



54M
SOLD
UNITS



Empifarma®

PHARMACEUTICAL DISTRIBUTION
IN THE AMBULATORY SERVICES MARKET

EMPIFARMA

Empifarma is a full-liner distributor operating exclusively in the Portuguese pharmaceutical market, with two logistics units with a high level of automation and technological intensity at the service of pharmacies, parapharmacies and the pharmaceutical industry in Portugal.

- **FULL-LINER DISTRIBUTOR**
- **DIRECT TO PHARMACY**
- **PRE-WHOLESALE**
- **PHARMA WHOLESALE**
- **STOCK STORAGE PLATFORM**
- **PHARMA PROMOTION**
- **INTEGRATION TECHNOLOGY**
- **BUSINESS ANALYTIC**

FORECAST 2023



284M€
TURNOVER



3.3M€
EBITDA



28M€
EQUITY



203
EMPLOYEES

INSTALLED CAPACITY



9.440M²
TOTAL OPERATIONAL AREA



41M⁺
PACKAGES DELIVERED



23 K
REFERENCES SOLD



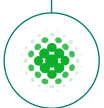
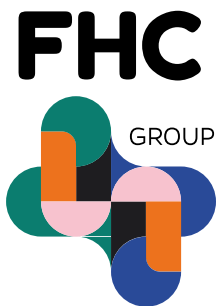
1.000⁺
DAILY DELIVERIES



2.814
NUMBER OF CLIENTS



55%
AUTOMATION LEVEL



Overpharma is a company dedicated to the commercialisation of high quality hospital medical products.

We work continuously in the search for new products for innovative therapies, focusing on the areas of Medicines, Medical Devices and Hygiene, providing the best solutions for health professionals.

We take on and are committed to being a reliable partner in providing healthcare and delivering excellence.

FORECAST 2023



15M€
TURNOVER



292K€
EBITDA



13M€
EQUITY



37
EMPLOYEES

AREAS OF ACTIVITY



HOSPITALS



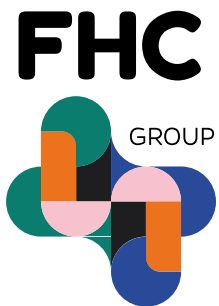
HEALTH CENTRES



CLINICS



OTHER ENTITIES



CORPORATE PRESENTATION **LAPHYSAN**

laphysan.es



Laphysan[®]

NATIONAL PHARMACEUTICAL MANUFACTURER

LAPHYSAN

Laphysan is an innovative company in the healthcare industry, providing innovative and sustainable solutions for the benefit of all interested parties.

"We want to be responsible for the value delivered to our patients and healthcare professionals, in terms of innovation, quality, sustainability, service and environment."

Laphysan operates in all the Spanish national territory, having a total coverage of the peninsula and islands, with 3 logistic units.

FORECAST 2023



8M€
TURNOVER



1.2M€
EBITDA



1.8M€
EQUITY



8
EMPLOYEES

AREAS OF ACTIVITY



**LARGE VOLUME
PARENTERALS**



**SMALL VOLUME
PARENTERALS**



**MEDICAL
DEVICES**



ANAESTHETICS



INFUSION PUMPS



LOGISTICS AND DISTRIBUTION

WORLD DRUGS

The Worldrugs Company is established in Portugal for more than 10 years. Recently, a new, specialised and entrepreneurial Team, with know-how on the health sector for more than 20 years, decided to make the acquisition of that Company and develop a multidisciplinary and integrated service solution to Pharmaceutical Channel (Industry to Wholesalers) in the Territories.

We intend to do different, to be differentiators and dashing in proximity and unique solutions.

FORECAST 2023



11M€
TURNOVER



666K€
EBITDA



630K€
EQUITY



3
EMPLOYEES

ONE STOP SHOP



MEDICINES



MEDICAL
DEVICES



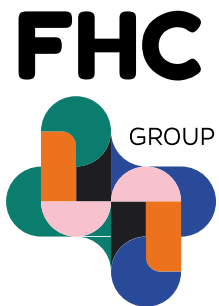
SUPPLEMENTS



COSMETICS



EQUIPMENTS



ZEONE CONSULTING

INFORMATION TECHNOLOGY AND CONSULTING

ZEONE CONSULTING

Zeone Consulting is a leading company providing services and consultancy in the area of information technology.

We invest in the vertical specialisation of the team, offering a complete set of services, thus providing added value not only in the redesign and optimisation of processes, but also acting as consultants for new technologies.

FORECAST 2023



4.4M€
TURNOVER



180K€
EBITDA



1.3M€
EQUITY



84
EMPLOYEES

AREAS OF ACTIVITY



**ACCOUNTING,
ADMINISTRATIVE**



LEGAL



**PLANNING &
MANAGEMENT**



**HUMAN
RESOURCES**



**FINANCIAL,
TREASURY**



**PROPERTY &
SUPPORT SERVICES**



ePharma®

INNOVATION IN TECHNOLOGY

EPHARMA

Through technology, we enable our clients in the pharmaceutical market to be more efficient and guarantee better health for the population.

By increasing the capacity of our technology with innovative features and constantly strengthening our skills, we believe we can go further as a partner in the healthcare market. We are a team of experts who dedicate ourselves every day to finding new ways to increase efficiency with the most advanced technology, to provide solutions with a high impact on the business.

FORECAST 2023



1M€
TURNOVER



474k€
EBITDA



463k€
EQUITY



36
EMPLOYEES

AREAS OF ACTIVITY



**ACCOUNTING,
ADMINISTRATIVE**



LEGAL



**PLANNING &
MANAGEMENT**



**HUMAN
RESOURCES**



**FINANCIAL,
TREASURY**



**PROPERTY &
SUPPORT SERVICES**



CORPORATE PRESENTATION **FHC GROUP**

COMPANIES PARTICIPATED BY FHC GROUP



MozPharma®

We are an importer and distributor of healthcare products operating in the Mozambican pharmaceutical market, belonging to a European pharmaceutical group that is a world reference in the development, manufacture and distribution of human medicines.

We have in-depth knowledge and a vast network in the pharmaceutical sector, allowing us to have a broad global vision and provide a wide range of health products suited to the needs of the Mozambican market under the best conditions, enabling the most cost-effective treatment of millions of Mozambicans.

The excellence and quality of what we do has allowed us to build a relationship of great trust with our customers and partners.



Inspired by Health

Lamar International boasts a wealth of experience and success in the provision of innovative and cost-effective medicines in South Africa.

We prioritize diversity, innovation, brand growth, and consumer-centricity in the South African healthcare market through our people, products, collaborations, and continuous pursuit of excellence.



socifarma
Sociedade Farmacêutica Angolana SA

Operating since 2012 in the area of Pharmaceutical Distribution in Angola, Socifarma has always assumed the role of Global Logistics operator and provider of transversal and integrated services, recognised for its excellence, quality and innovation. With a dedicated, motivated team with a strong commitment to the customer, it offers global and innovative solutions in the field of healthcare product logistics.

SVP PHARMA

SVP Pharma is the UK distributor of Laboratórios Basi medicines.

It currently has experience and excellent professionals with in-depth know-how of the sector.



VITAMED

Vitamed is a distributor for the Brazilian hospital market of medicines from Laboratórios Basi. It currently has experience and professionals of excellence with in-depth know-how of the sector. Vitamed's mission is to serve its customers in an agile manner, guaranteeing access to high quality products and promoting the development of partner hospitals.

Vitamed's vision is to be a benchmark in the region in which it operates as a supplier of medicines and health products with proven quality and agile logistics.



mecofarma

Mecofarma was founded in 1997 with the aim of creating a network of pharmacies that would promote access to medicines and health products for the entire population.

Today, with over 15 years' experience and know-how, it is the oldest pharmacy chain in Angola, with nineteen pharmacies and two pet shops. It plays a decisive role in promoting health and preventing illness, by providing pharmaceutical services and healthcare with a high level of professionalism.



CORPORATE PRESENTATION **FHC GROUP**



Thank you.

