



INSTITUTIONAL PRESENTATION

 **União Química**
farmacêutica nacional S/A

*Vocação para a vida [Vocation for
life]*

 **União Química**
farmacêutica nacional S/A
Hospitalar

 **União Química**
farmacêutica nacional S/A
Farma

GENOM

 **AGENER
UNIAO**
SAÚDE ANIMAL

 **UNION
AGENER**
ANIMAL HEALTH



88 years
of history



Multinational company with
100% national capital



+ 8000
employees



Export capacity
to more than
70 countries



ESG: Together
forming solid and
sustainable growth



Planting 1
million native
seedlings

5 BUSINESS UNITS



GENOM

Medical prescription



PHARMA

Generic drugs,
brands and OTC
[Over the Counter]
drugs



HOSPITAL

Public and private
hospitals



OUTSOURCING

Production for
national and
international
pharmas



AGENER

Animal Health

WIDE PORTFOLIO

- **312** products
- **585** registrations



LARGEST INDUSTRIAL PARK IN BRAZIL

- **243.000 m²** of Built Area
- **9 plants** in Brazil
- **1 plant** in USA



Manufacturing Plant of
Brasília (DF [Federal
District])



Manufacturing Plant of
Pouso Alegre (MG [State of
Minas Gerais])



Manufacturing Plant of
Guarulhos (SP)



Bthek - Biotechnology Unit
-Brasília (DF)



Manufacturing Plant of
Taboão da Serra (SP [State
of São Paulo])



Manufacturing Plant of
São Paulo (SP)



Union Agener -
Augusta, Georgia (USA)



Logistics Center and
Printing Plant - Pouso
Alegre (MG)



Manufacturing Plant of
Embu-Guaçu (SP)



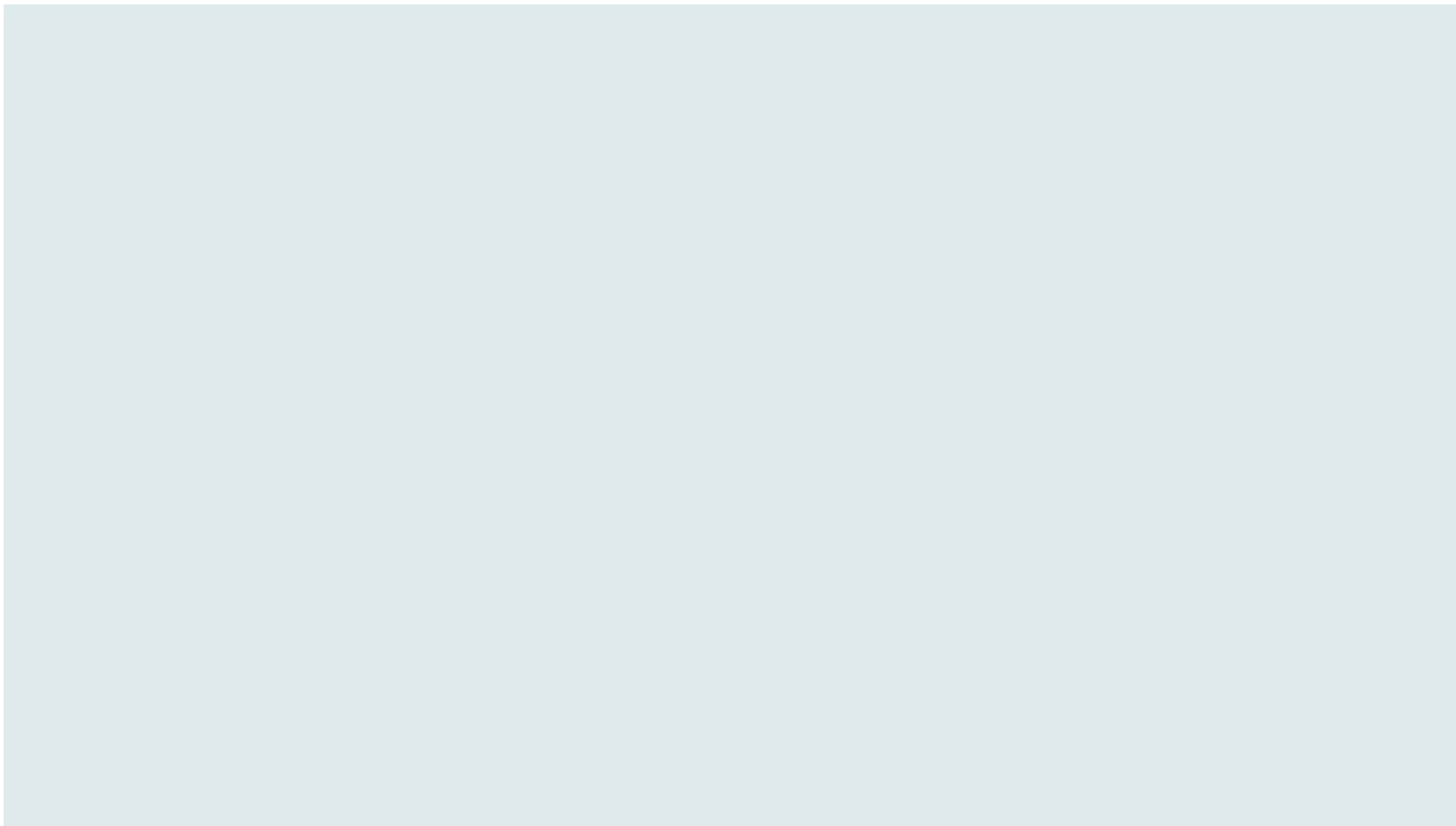
Manufacturing Plant of
Laboratil - São Paulo (SP)



VIDEO INSTITUCIONAL



5 UNIDADES DE NEGÓCIOS

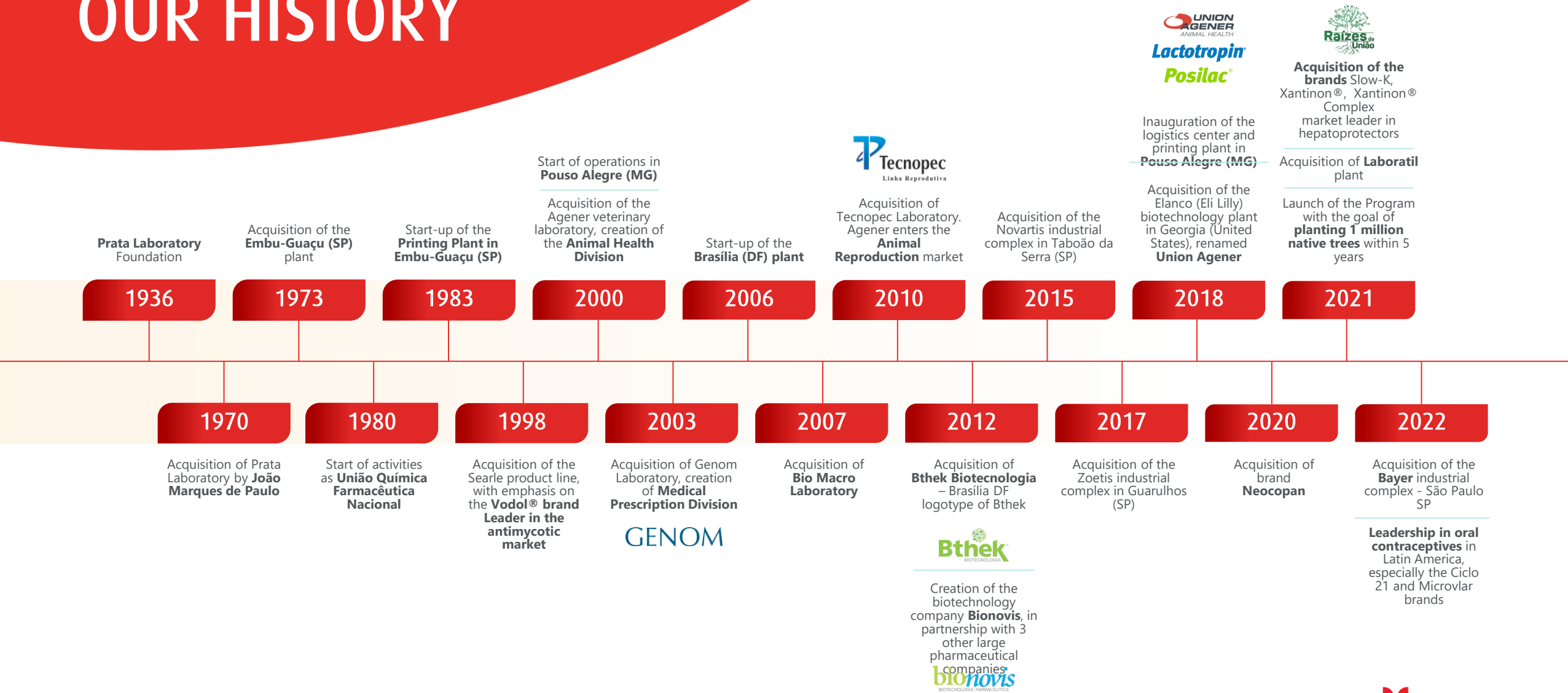


ESG



VIDEO INSTITUCIONAL

SOME MILESTONES IN OUR HISTORY





WE ARE UNIÃO

TO INNOVATE, INVEST AND LEAVE OUR LEGACY



MISSION

Producing, developing and supplying quality products that contribute to the **well-being and improvement of society's health**, thus generating opportunities for partners, employees and investors.



VISION

To be a benchmark in **sustainable growth** by expanding the portfolio of value-added products



VALUES

- Commitment
- Transparency
- Quality
- Entrepreneurship
- Respect for people
- Pursuit of excellence

ESG

Committed to the ESG agenda, **União Química** is active on several fronts in the three pillars



GOVERNANCE

- Establishment of the **Board of Directors**
- **Structuring of the ESG area**
- **Creation of the Corporate Governance Department**
- **Creation of Advisory Committees:** Excellence in Innovation, Operations and Sales
- FITH's **AA Risk Rating**
- Category B **registration with the CVM**
- **Partnership with IFC** to improve investment in sustainability
- Expansion and strengthening of **Compliance Channels** and establishment of the *União pela Integridade* [União for Integrity] Program
- **Management of Corporate Policies** and creation of the **ESG Policy**.



SOCIAL

- Structure of the plants with: **medical and dental offices, childcare and clubs**
- **49%** of all employees are **women**
- **33% in executive management** positions
- **WOB certificate:** Women on Board
- Health Program with **In-Company Service**
- Creation of the **Todos por Todas Program - União em Defesa da Mulher** [União in Defense of Women]



ENVIRONMENTAL

- Awarded the **Certificado de Empresa Verde [Green Company Certificate]** in the municipality of SP
- **ESG certificate and seal** for products that reduce the carbon footprint of Lactotropin and Posilac
- Implementation of **clean and renewable energy** in manufacturing plants
- Fleet migration program for flex-fuel vehicles (ethanol/gasoline). **Reduction of around 50% in the emission of polluting gases** in the second half of 2024



PHARMACEUTICAL MARKET



5^a posição no mercado
farmacêutico **brasileiro**



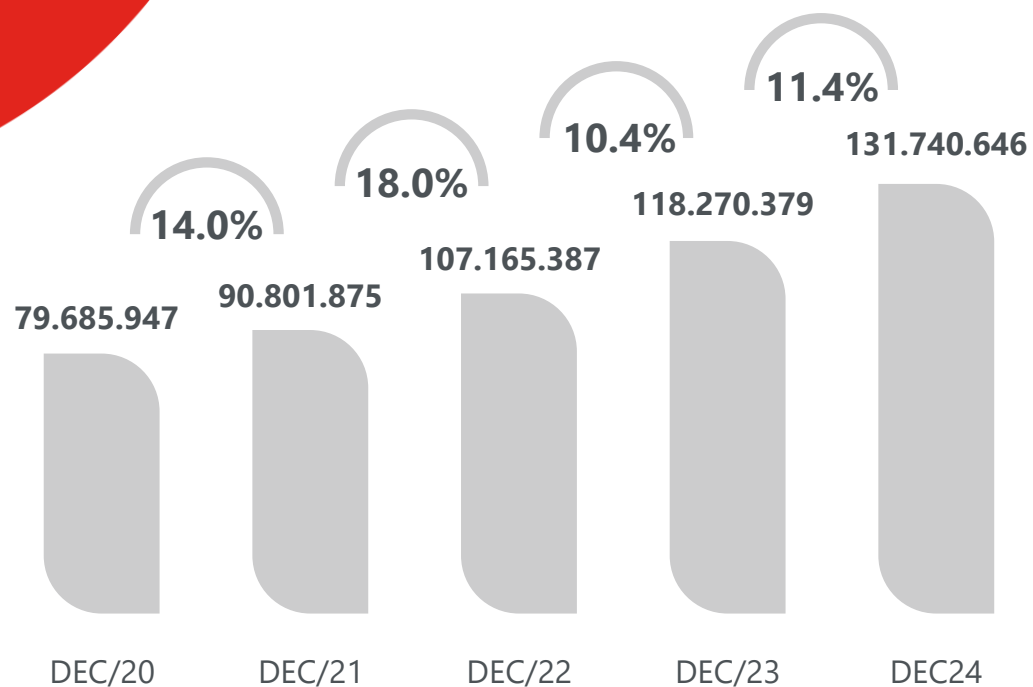
28º posição no mercado
farmacêutico **da América Latina**



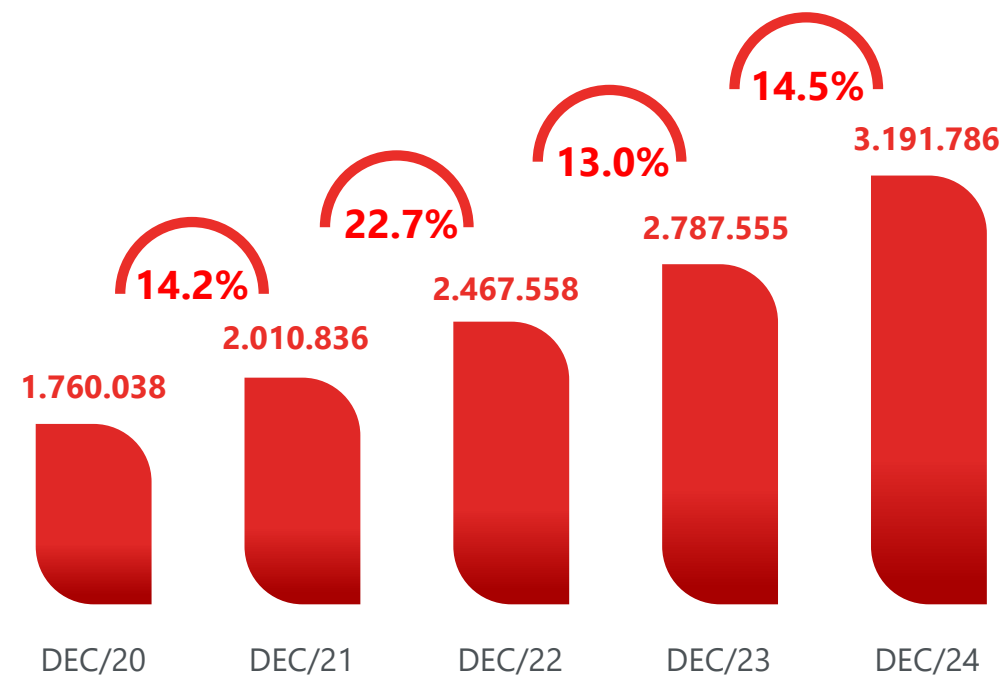
PHARMACEUTICAL MARKET

TOTAL | REAIS PPP (000)

MARKET



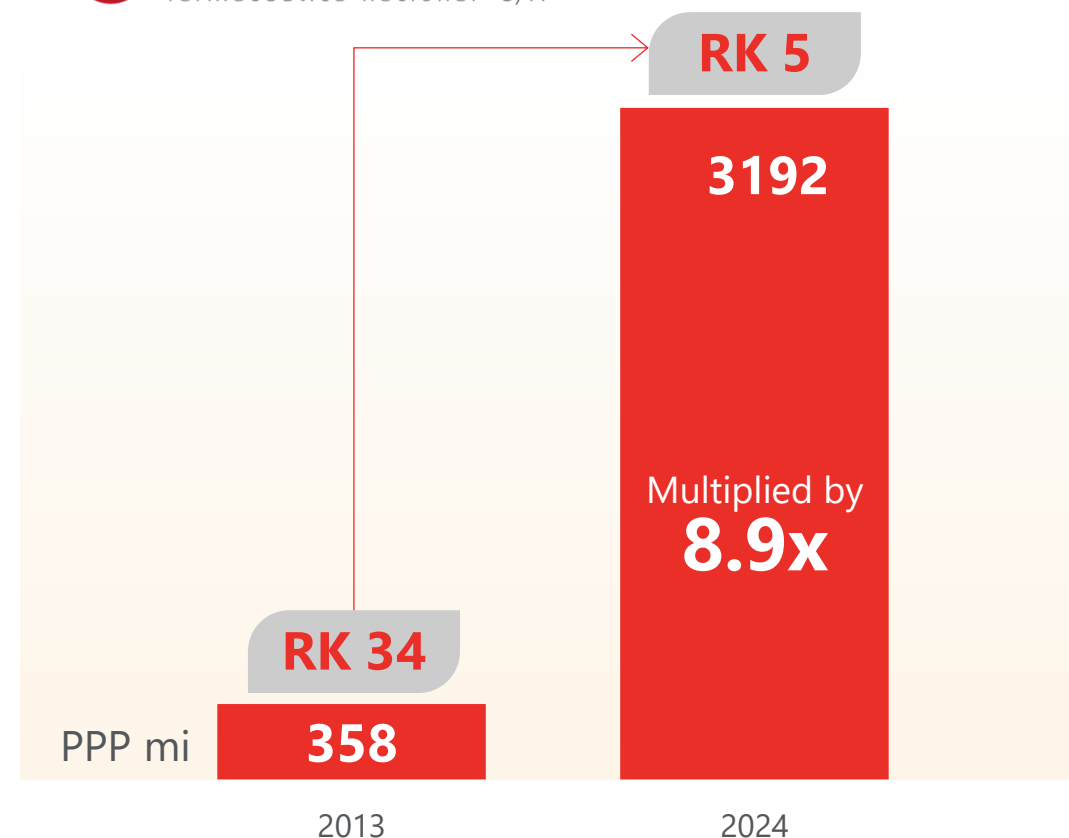
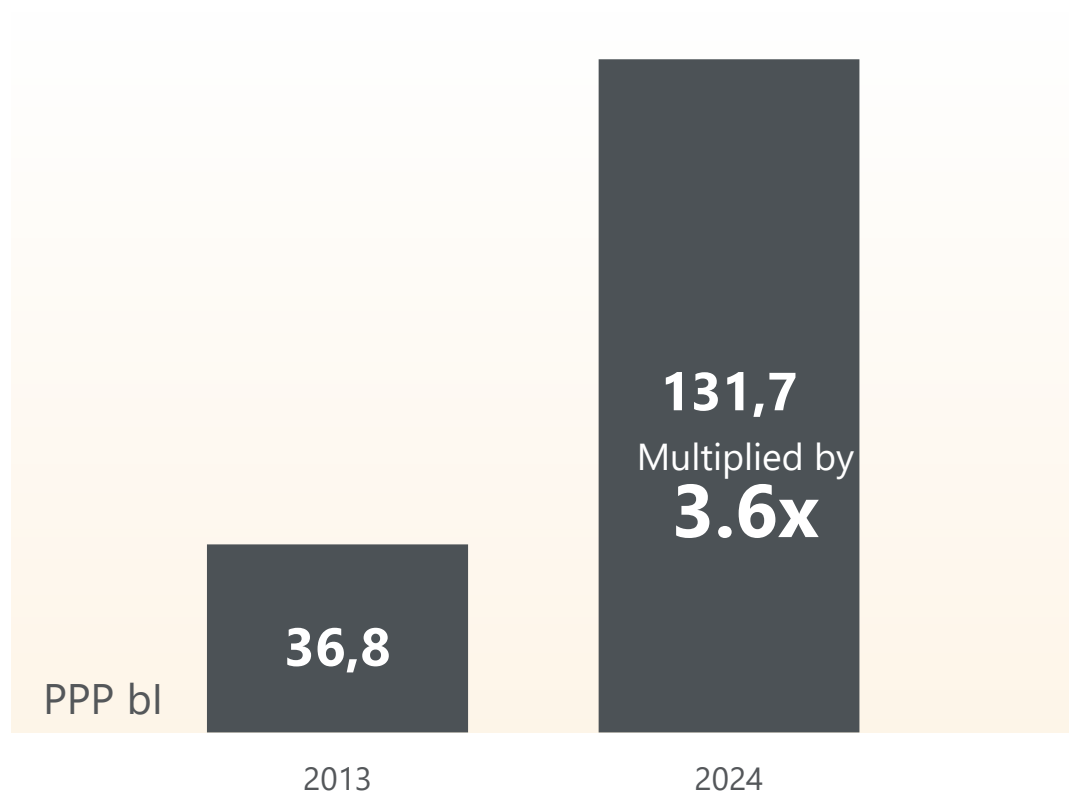
 **União Química**
farmacêutica nacional S/A



MARKET EVOLUTION



Brazilian Pharmaceutical Market



RK	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
1	ACHE	ACHE	ACHE	ACHE	ACHE	ACHE	EMS	EUROFARMA	EUROFARMA	EUROFARMA	EUROFARMA
2	EMS	EMS	EMS	EMS	EMS	EMS	ACHE	EMS	ACHE	EMS	EMS
3	SANOFI	SANOFI	SANOFI	SANOFI	EUROFARMA	EUROFARMA	EUROFARMA	ACHE	EMS	ACHE	ACHE
4	EUROFARMA	EUROFARMA	EUROFARMA	EUROFARMA	SANOFI	SANOFI	SANOFI	SANOFI	NOVO NORDISK	NOVO NORDISK	NOVO NORDISK
5	NEO QUIMICA	NEO QUIMICA	NEO QUIMICA	NEO QUIMICA	NOVARTIS	TAKEDA	NEO QUIMICA	NEO QUIMICA	SANOFI	NEO QUIMICA	
6	NOVARTIS	NOVARTIS	NOVARTIS	NOVARTIS	NEO QUIMICA	NEO QUIMICA	TAKEDA	NOVO NORDISK	NEO QUIMICA	NESTLE	NEO QUIMICA
7	MEDLEY	MEDLEY	MEDLEY	BIOLAB	MANTECORP	NOVARTIS	MEDLEY	MANTECORP	MANTECORP	MANTECORP	NESTLE
8	BAYER	BAYER	BAYER	LIBBS	LIBBS	MANTECORP	LIBBS	CIMED	CIMED	CIMED	CIMED
9	PFIZER	LIBBS	LIBBS	MEDLEY	BIOLAB	MEDLEY	BIOLAB	LIBBS	LIBBS		LIBBS
10	BIOLAB	PFIZER	BIOLAB	BAYER	TAKEDA	LIBBS	CIMED	NOVARTIS		LIBBS	MANTECORP
11	TAKEDA	TAKEDA	PFIZER	TAKEDA	MEDLEY	BIOLAB	MANTECORP	BIOLAB	NESTLE	ASTRAZENECA	ASTRAZENECA
12	LIBBS	BIOLAB	BOEHRINGER	PFIZER	BAYER	CIMED	FQM GRUPO	MEDLEY	NOVARTIS	SANOFI CHC	BIOLAB
13	MERCK	BOEHRINGER	TAKEDA	BOEHRINGER	CIMED	BAYER	NOVARTIS	FQM GRUPO	FQM GRUPO	BIOLAB	FQM GRUPO
14	BOEHRINGER	ASTRAZENECA	ASTRAZENECA	CIMED	PFIZER	BOEHRINGER	BAYER		BIOLAB	NOVARTIS	SANOFI CHC
15	MSD	GSK	J&J	ASTRAZENECA	BOEHRINGER	PFIZER	NOVO NORDISK	BAYER	HYPERA CH	FQM GRUPO	MEDLEY
16	ASTRAZENECA	MANTECORP	MANTECORP	GSK	GSK	GSK		HYPERA CH	ASTRAZENECA	GSK	APSEN
17	DM IND	DM IND	GSK	MANTECORP	FQM GRUPO	ASTRAZENECA	PFIZER	NESTLE	GSK	MEDLEY	GSK
18	GSK	MSD	MSD	J&J	ASTRAZENECA	NOVO NORDISK	ASTRAZENECA	ASTRAZENECA	MEDLEY	APSEN	NOVARTIS
19	MANTECORP	J&J	ABBOTT	ABBOTT	HYPERA CH	FQM GRUPO	NESTLE	GSK	APSEN	HYPERA CH	TAKEDA
20	J&J	ABBOTT	DM IND	SANDOZ	J&J	HYPERA CH	GSK	BOEHRINGER	BOEHRINGER	MERCK	MERCK
21	ABBOTT	MERCK	FQM GRUPO	TEUTO			BOEHRINGER	TEUTO	HYPERA	TAKEDA	HYPERA CH
22	ROCHE	FARMOQUIMICA	LEGRAND		ABBOTT	NESTLE	HYPERA CH	APSEN	MERCK	BOEHRINGER	KENVUE
23	FARMOQUIMICA	LEGRAND	MERCK	LEGRAND	TEUTO	J&J	ABBOTT	GSK CONSUMO	J&J	J&J	BOEHRINGER
24	SANDOZ	SANDOZ	SANDOZ	MSD	SANDOZ	ABBOTT	MERCK	ABBOTT	TEUTO	HALEON	TEUTO
25	LEGRAND	ROCHE	ROCHE	ROCHE	MERCK	SANDOZ	APSEN	MERCK	HALEON	HYPERA	LEGRAND
26	TEUTO	FARMASA	FARMASA	MERCK	LEGRAND	MERCK	TEUTO	HYPERA	TAKEDA	TEUTO	HYPERA
27	GERMED	GERMED		DM IND	NOVO NORDISK	TEUTO	J&J	TAKEDA	LEGRAND	LEGRAND	HALEON
28	APSEN	APSEN	TEUTO	FARMASA	NESTLE	APSEN	LEGRAND	J&J	PFIZER	SANOFI	SANOFI
29	JANSSEN	TEUTO	APSEN	APSEN	ROCHE	ROCHE	SANDOZ	SANDOZ	BAYER	GERMED	GERMED
30	ALCON		NESTLE	GSK CONSUMO	MSD	LEGRAND	GSK CONSUMO	LEGRAND	SUPERA	SUPERA	SUPERA
31	FARMASA	BAYER CH	ALCON	NESTLE	APSEN	MSD	P&G	PFIZER	P&G	P&G	P&G
32	GSK CONSUMO	GSK CONSUMO	SUPERA	FQM GRUPO	GERMED	GSK CONSUMO	MSD	GERMED	ABBOTT	ABBOTT	DANONE
33		ALCON	JANSSEN	NOVO NORDISK	GSK CONSUMO	SUPERA	SUPERA	SUPERA	SANDOZ	PFIZER	SANDOZ



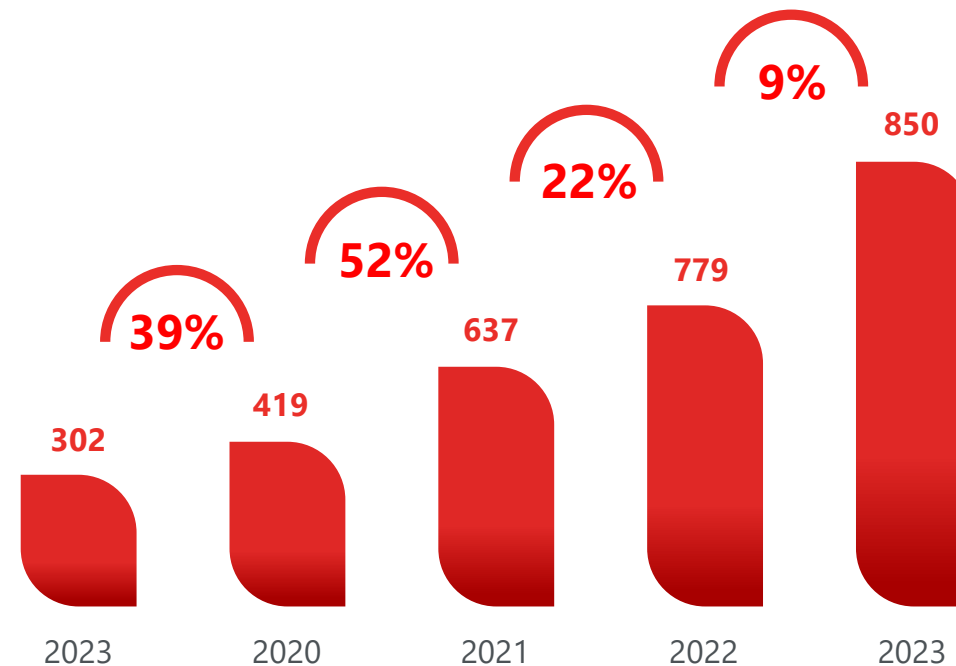
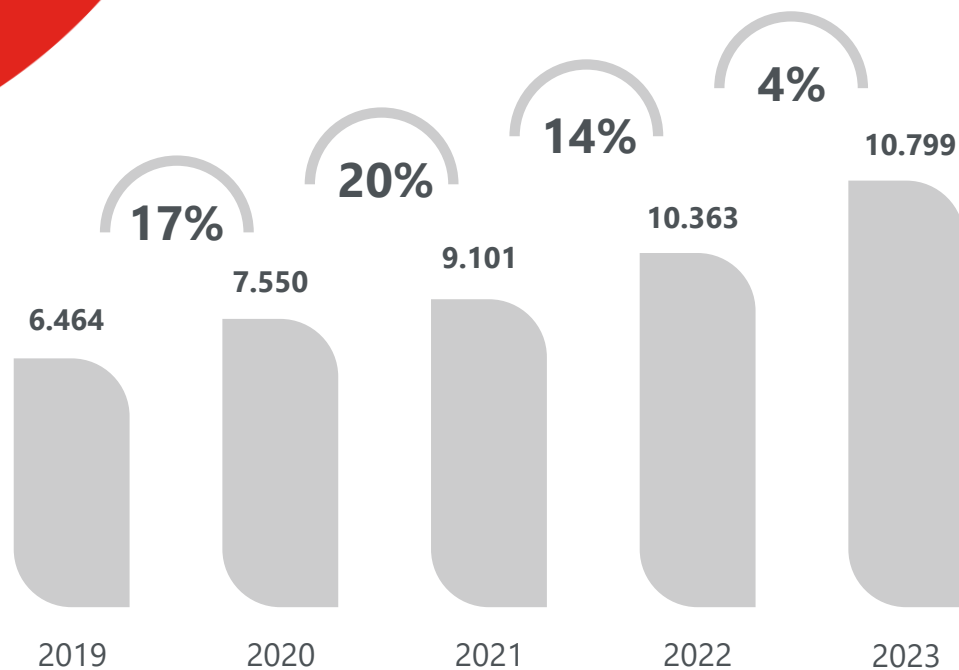
ANIMAL HEALTH MARKET



ANIMAL HEALTH MARKET

TOTAL | REAIS (Million)

MARKET



WE COMBINE RESEARCH & DEVELOPMENT

Research Cell in Brasília | Research Cell in São Paulo |
Post-registration | New Products



Innovation in our DNA

Dedicated investments in biotechnology and vaccines



Continuous investment in R&D, ensuring sustained growth



High-quality laboratories



Highly qualified professionals



Launch of **34 new products**
(42 registrations) by 2024

Investment of more than
BRL 224 million
in research and
development in 2024



5 BUSINESS UNITS



1 Pharma

2 Genom

3 Hospital

4 Agener

5 Outsourcing

PHARMA

BUSINESS UNIT



Renowned brands and a vast portfolio of generic drugs, brands and OTC [Over the Counter] drugs



Around **640** sales **professionals** working throughout Brazil



139 brands and more than 251 registrations marketed



We are present in more than **96,000 pharmacies** across the country



OTC **market leader** in hepatoprotectors (Xantinon®), laxatives (Bisalax® and others), topical antifungals (Vodol®), pure vitamin C and zinc (Bio-C®) and intestinal regulators (Colact®).



In the generic drugs market, it maintains one of the **highest growth rates** in the sector (20.3% União Química vs 13.5% market)

139 BRANDS



AND MORE THAN 251 REGISTRATIONS MARKETED



HOSPITAL

BUSINESS UNIT



Extensive portfolio with more than **120 registrations**



More than **3,500 hospitals** visited



Highly specialized and technical sales team



Leadership in the anesthetics market with **42% market share** in the hospital market, in doses demanded



GENOM

BUSINESS UNIT



Division dedicated to the
Medical Prescription
area



Wide portfolio with **81**
products and 124
registrations



Market share leader in
ophthalmology, more than
two times ahead of second
place



More than 142,000
monthly visits throughout
Brazil



Leadership in Oral
Contraceptives in Latin
America



Sales force of **531**
people

Wide portfolio with 
**81 products and
124 registrations**



AGENER UNIÃO

BUSINESS UNIT

3rd place in the market (IQVIA 2023)



Companion Animals



Large Animals



Swines



AGENER



Companion Animals



4th place in the companion animals market (IQVIA 2024)



42 brands, divided in **89 products**



This is the line of products **most often prescribed** by veterinarians



Team made up exclusively of **70 veterinarians**



It delivers **solutions for the clinical, surgical and intensive care of pets**, with a wide line of products for the prevention, immunization and treatment of diseases in dogs and cats.



Nationwide coverage with **450 sales professionals in the distribution network** to serve customers





42 brands, divided in
89 products



AGENER



Swines



Present in **major industries (BRF and Seara)**



Exclusive products for swines

- Best **animal health** solutions
- Factories in **Embu-Guaçu and Guarulhos (SP)** to produce Agener products
- Team of **veterinarians**



Large Animals



3rd place in the ruminant market (IQVIA 2024)



One of the most **complete product lines on the market**



Tecnopec is the **reproduction brand most remembered by veterinarians**



Leader in the sale of IATF protocols for cattle



Team of veterinarians in the field, meeting the needs of farms with training and guidance on the use of products and the treatment of diseases

AGENER

Lactotropin® | **Posilac®**



Union Agener



r-BST is marketed globally under the brand names Lactotropin® and Posilac®, manufactured by Union Agener® in Augusta (USA). **With the capacity to serve 100% of the global market for this product**



In 2022, the products received **the ESG Certificate and Seal for Carbon Footprint Reducing Products** for the first time in the country.



Lactotropin® and Posilac® are the r-BST-based products produced on a commercial scale, **the only ones approved by the Food and Drug Administration (FDA).**



The Bovine Somatotropins study, published by the Food and Agriculture Organization of the United Nations (WHO-FAO) in 1993, **attests to the safety of using r-BST.**





54 brands, divided in
85 products



Tecnopec
Linha Reprodutiva

OUTSOURCING

BUSINESS UNIT



Offers technical support for technology transfer



Supplies **large national and multinational** companies



Ability to export to more than 70 countries due to our certifications **from international regulatory bodies**

OUR CERTIFICATIONS

União Química's facilities are certified by the most **important regulatory bodies in the world**



BRASÍLIA

MANUFACTURING UNIT



+1400
employees



39,000 m2 of built
Area



201,000 m2 of
total area



Industrial hub with an important
Research and Development (R&D)
center of new products

HUMAN HEALTH DIVISION



Semisolids



Soft Capsules



Sachet



**Liquids, oral and
topical**



Oral Solids



Effervescent



Probiotics

POUSO ALEGRE | MG

MANUFACTURING UNIT



+1300
Employees



30.000 m²
of built area



41.000 m²
of total area



One of the largest and most modern producers of injectable hormones in the pharmaceutical market.

HUMAN HEALTH DIVISION



Injectables:
Powders, solutions
and lyophilizates



Sterile eye drops:
Solutions and
suspensions



Hormones: Solids
and injectables



Antibiotics: Solids
and suspensions



Cosmetics



Aerosols

POUSO ALEGRE | MG

PRINTING PLANT AND
LOGISTICS CENTER



+400
Employees



31.000 m²
of built area



200.000 m²
of total area



Our own printing plant with a quality system in line with the pharmaceutical sector's Good Manufacturing Practice (GMP) standards.

Modern logistics center with the capacity to handle **all the company's product distribution.**

TABOÃO DA SERRA | SP

MANUFACTURING UNIT



+1200
Employees



57.000 m²
of built area



130.000 m²
of total area



Plant dedicated to outsourcing the **production of medicines**, serving important national and multinational clients in the segment.

HUMAN HEALTH DIVISION



Food



Oral Solids



Injectables:
Solutions and
Lyophilizates



Sachet



**Ophthalmic
Semisolids**



Effervescent



Semisolids



**Liquids, oral and
topical**

GUARULHOS | SP

MANUFACTURING UNIT



+1000
Employees



57.000 m²
of built area



144.000 m²
of total area



- **A pioneer in the production of injectable veterinary medicines**, with the capacity to export to more than 70 countries
- **Industrial hub with an important Research and Development (R&D) center** for new products

HUMAN AND ANIMAL HEALTH DIVISIONS

IN ANIMAL HEALTH



Small and large volume veterinary injectables:
Liquid and oily



Veterinary solids:
Powders



Hormonal semisolids
(Primer)

IN HUMAN HEALTH



Small volume human injectables



Semisolids:
Cream, gel and ointment



Solid antibiotics and suspension



Oral solids

BTHEK | DF

MANUFACTURING UNIT



5
researchers



4.500 m²
of built area



6.000 m²
of total area

Focused on the development of **biotechnological products, monoclonal antibodies, chemotherapy** and **vaccines**



UNITED STATES

UNION AGENER



+170
Employees



22.000 m²
of built area



129.000 m²
of total area



Biotechnology Unit, Augusta
(GA - USA)

**ANIMAL HEALTH
DIVISION**

Biotechnology manufacturing complex for the production of **Lactotropin and Posilac** products with the capacity to supply 100% of the global market.

Fully automated **4.0 technology plant**



Injectable hormones

SÃO PAULO

MANUFACTURING UNIT



+380
Employees



11.000 m²
of built area



17.000 m²
of total area



HUMAN HEALTH DIVISION

Unit focused on the production of oral contraceptive hormones, which **leads** the **Latin American market**



Oral **hormone**
solids

EMBU-GUAÇU | SP

MANUFACTURING UNIT



+700
Employees



6.000 m²
of built area



11.000 m²
of total area



Focus on manufacturing
products for small, medium
and large animals.

ANIMAL HEALTH DIVISION



Oral **solids**



Oral and topical **liquids**



Veterinary
dermocosmetics



Oral **semisolids** and
hormonal semisolids
(Primer)



Animal **feed**



Hormonal injectables,
penicillin antibiotics, small
and large volumes

LABORATIL | SP

MANUFACTURING UNIT



+150
Employees



4.000 m²
of built area



**Focused on the manufacture
of nutraceutical, food and
cosmetic products.**

HUMAN HEALTH DIVISION



Liquid



Solid powders



Solids (tablets
and capsules)



LOGÍSTICA DE
MEDICAMENTOS

EXCLUSIVE DISTRIBUTION

União Química maintains its
exclusive logistics operation in **26**
Brazilian states





Thank you!



ACCESS THE
UNIÃO QUÍMICA
WEBSITE USING
THE QR CODE
OPPOSITE

 uniaoquimicafarmaceutica

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 uniaoquimicafarmaceutica

 @uniaoquimica.oficial

 **União Química**
farmacêutica nacional S/A
Vocação para a vida



 **União Química**
farmacêutica nacional S/A