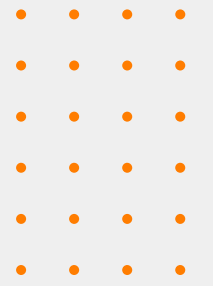




GREETINGS FROM

NUNESFARMA NESH

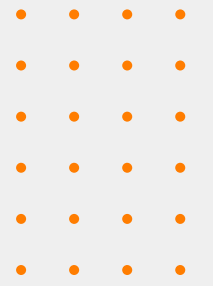
> Curitiba – Paraná – Brazil



PHOTOS OF OUR RELATIONS w INDIA

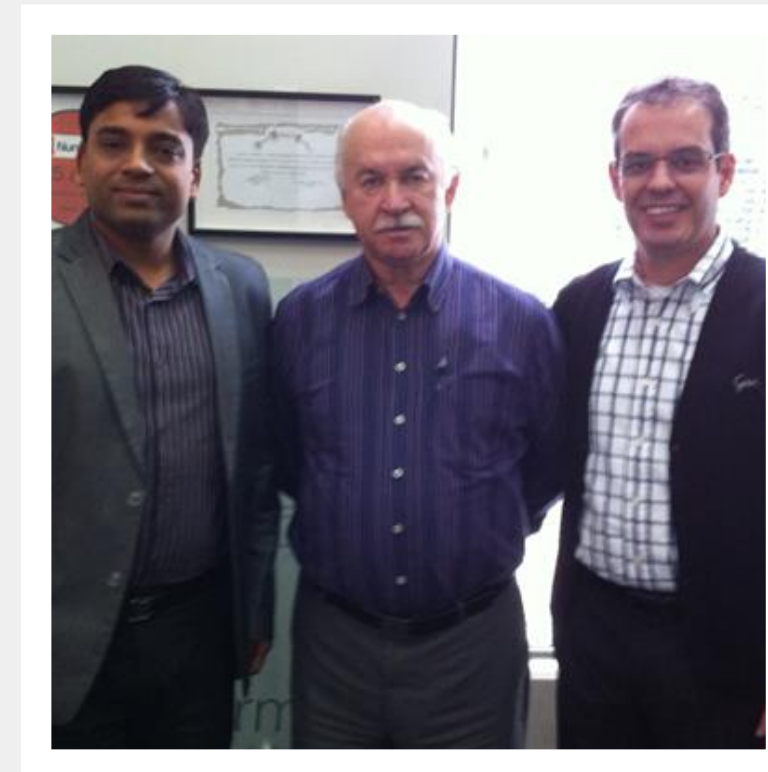
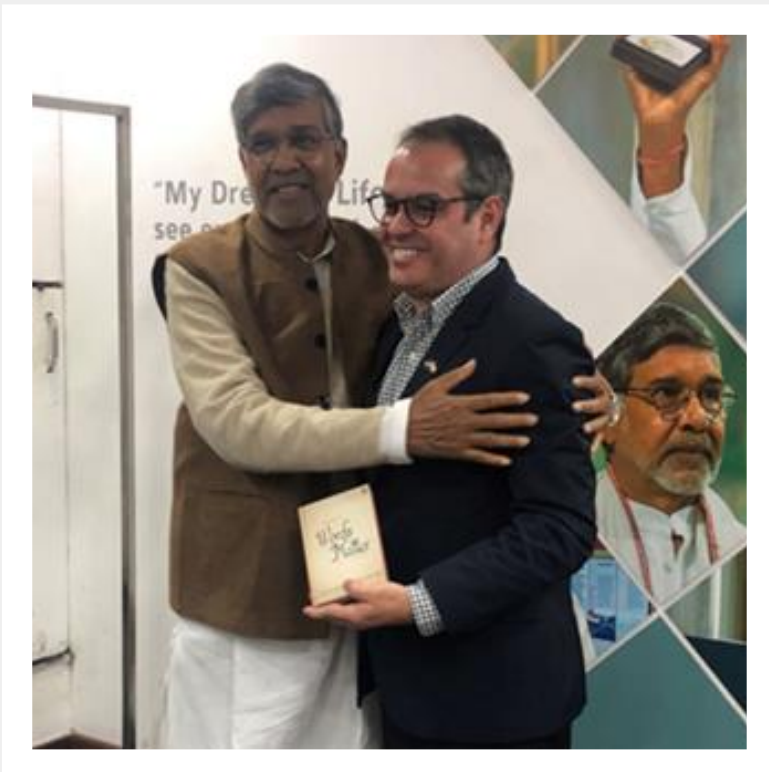
We have been visiting India 2-4 times a year for over 15 years

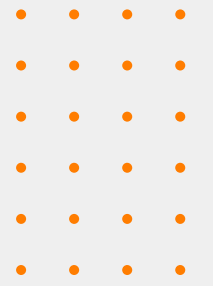




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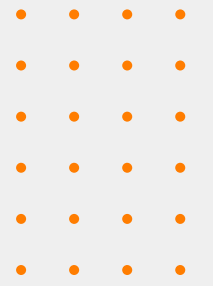




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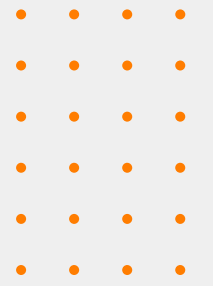




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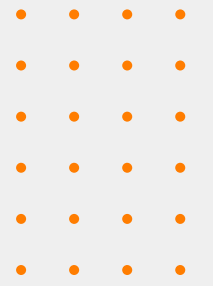




PHOTOS OF OUR RELATIONS w INDIA

We have been visiting India 2-4 times a year for over 15 years





PHOTOS OF OUR RELATIONS W INDIA

We have been visiting India 2-4 times a year for over 15 years



A large, thick orange L-shaped graphic that frames the left side of the main text.

**GET UP
WAKE UP
AND DON'T STOP
UNTIL THE GOAL IS ACHIEVED.**

– Swami Vivekananda (1863–1902), HINDU MONK



Ministério da Saúde
Agência Nacional de Vigilância Sanitária

RESOLUÇÃO-RE Nº- 5.811, DE 23 DE DEZEMBRO DE 2011

O Diretor da Diretoria Colegiada da Agência Nacional de Vigilância Sanitária, no uso das atribuições que conferem o Decreto nomeação de 31 de março de 2011, da Presidência da República, publicado no DOU de 1º de abril de 2011, o inciso I do art. 15, o inciso I e o § 1º do art. 55 do Regimento Interno aprovado nos termos do Anexo I da Portaria nº 354/2011, de 11 de agosto de 2006, republicada no DOU de 21 de agosto de 2006, e a Portaria nº 1.417, de 20 de setembro de 2011.

Considerando a solicitação de inspeção pela empresa Nunesfarma Distribuidora de Produtos Farmacêuticos Ltda. (CNPJ nº 75.014.167/0001-00 e Autorização de Funcionamento nº 1.01.795-2;

Considerando ainda o parecer da área técnica e que a empresa foi inspecionada cumprindo os requisitos de Boas Práticas de Fabricação - área farmacêutica, resolve:

Art. 1º Conceder à Empresa, na forma de ANEXO, a Certificação de Boas Práticas de Fabricação.

Art. 2º A presente Certificação terá validade de 2 (dois) anos a partir da sua publicação.

Art. 3º Esta Resolução entra em vigor na data de sua publicação.

JAIME CÉSAR DE MOURA OLIVEIRA

ANEXO

RAZÃO SOCIAL: Akums Drugs & Pharmaceuticals Ltd
ENDEREÇO: Plant III, Plot Nº 2.3.4 & 5, Sector 6-B, IIE, Sidcul, Ranipur, Haridwar, Uttarakhand
PAÍS: Índia
Certificado de Boas Práticas para a Linha de Produção/Forma Farmacêutica:
Líquidos estéreis: Soluções

GOOD MANUFACTURING PRACTICES CERTIFICATE Page 1 of 1

MINISTRY OF HEALTH
BRAZILIAN HEALTH REGULATORY AGENCY

GOOD MANUFACTURING PRACTICES CERTIFICATE

The Brazilian Health Regulatory Agency (ANVISA), under its duties, certifies the company indicated below is periodically inspected and monitored by the National Health Surveillance System and complies with the Good Manufacturing Practices guidelines given by Brazilian legislation, which is in accordance with the recommendations of the World Health Organization.

MEDICAMEN BIOTECH LTD.

SP - 1192 A & B, PHASE IV - INDUSTRIAL AREA - BHIMAD, DISTRITO ALWAR, RAJASTHAN
ALWAR
INDIA

Manufacturing Lines:

1) Non Sterile Liquids: Suspensions

Valid until: 02/19/2028
Published on the Brazilian Official Gazette - Resolution - RE n.º 543, on: 02/19/2024
Requested by: NUNESFARMA DISTRIBUIDORA DE PRODUTOS FARMACÊUTICOS LTDA, CNPJ: 75.014.167/0001-00

Document electronically issued at: 11:13:34 on 02/19/2024 (Date/Brazilia Time Zone - UTC/GMT -3 hours)

Safety Control Code: PNDK41XN US23 XCEL OAVS VDWP SYBA 10A6 172H LK1V
Check the authority on: http://www9.anvisa.gov.br/Peticionamento/validarcertificacaoBPF_BFDA/

GOOD MANUFACTURING PRACTICES CERTIFICATE Page 1 of 1

MINISTRY OF HEALTH
BRAZILIAN HEALTH REGULATORY AGENCY

GOOD MANUFACTURING PRACTICES CERTIFICATE

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MEDICAMEN BIOTECH LTD.

SP - 1192 A & B, PHASE IV - INDUSTRIAL AREA - BHIMAD, DISTRITO ALWAR, RAJASTHAN
ALWAR
INDIA

Manufacturing Lines:

1) Non Sterile Solids: Tablets, Coated Tablets

Valid until: 05/29/2028
Published on the Brazilian Official Gazette - Resolution - RE n.º 1.811, on: 05/29/2024
Requested by: NUNESFARMA DISTRIBUIDORA DE PRODUTOS FARMACÊUTICOS LTDA, CNPJ: 75.014.167/0001-00

Document electronically issued at: 11:22:45 on 05/29/2024 (Date/Brazilia Time Zone - UTC/GMT -3 hours)

Safety Control Code: 054H 6QR HB2N 4XVYV 1R5J 1GCV3 ND75 P5C3 V7LX D064
Check the authority on: http://www9.anvisa.gov.br/Peticionamento/validarcertificacaoBPF_BFDA/

GOOD MANUFACTURING PRACTICES CERTIFICATE Page 1 of 1

MINISTRY OF HEALTH
BRAZILIAN HEALTH REGULATORY AGENCY

GOOD MANUFACTURING PRACTICES CERTIFICATE

The Brazilian Health Regulatory Agency (ANVISA), under its duties, certifies the company indicated below is periodically inspected and monitored by the National Health Surveillance System and complies with the Good Manufacturing Practices guidelines given by Brazilian legislation, which is in accordance with the recommendations of the World Health Organization.

XL LABORATORIOS PVT. LTD

PLOT A-141, EPP, RICO INDUSTRIAL AREA, NEEMRANA, ALWAR, RAJASTHAN 301705
ALWAR
INDIA

Manufacturing Lines:

1) Non Sterile Solids: Soft Capsules

Valid until: 03/27/2025
Published on the Brazilian Official Gazette - Resolution - RE n.º 1.006, on: 03/27/2023
Requested by: NUNESFARMA DISTRIBUIDORA DE PRODUTOS FARMACÊUTICOS LTDA, CNPJ: 75.014.167/0001-00

Document electronically issued at: 09:56:14 on 03/27/2023 (Date/Brazilia Time Zone - UTC/GMT -3 hours)

Safety Control Code: FBW8EPT WDAT EK0H JVEN ER7 YPFX JWG3 4AQL EB51
Check the authority on: http://www9.anvisa.gov.br/Peticionamento/validarcertificacaoBPF_BFDA/

GOOD MANUFACTURING PRACTICES CERTIFICATE Page 1 of 1

MINISTRY OF HEALTH
BRAZILIAN HEALTH REGULATORY AGENCY

GOOD MANUFACTURING PRACTICES CERTIFICATE

The Brazilian Health Regulatory Agency (ANVISA), under its duties, certifies the company indicated below is periodically inspected and monitored by the National Health Surveillance System and complies with the Good Manufacturing Practices guidelines given by Brazilian legislation, which is in accordance with the recommendations of the World Health Organization.

MIS PSYCHOTROPICS INDIA LIMITED

PLOT Nº 12 & 13A, INDUSTRIAL PARK, PHASE -I, SALEMUR, MEHDOOD-2, HARIDWAR, UTTARAKHAND
HARIDWAR
INDIA

Manufacturing Lines:

1) Sterile: Terminally Sterilized Small Volume Parenteral Solutions; Aseptically Processed Small Volume Parenteral Solutions

Valid until: 05/29/2023
Published on the Brazilian Official Gazette - Resolution - RE n.º 1.896, on: 05/29/2023
Requested by: NUNESFARMA DISTRIBUIDORA DE PRODUTOS FARMACÊUTICOS LTDA, CNPJ: 75.014.167/0001-00

Document electronically issued at: 15:30:00 on 05/29/2023 (Date/Brazilia Time Zone - UTC/GMT -3 hours)

Safety Control Code: DEBR LQ14 901N CÉS_XNB FLN7 50NP CSVK CH98 65J3
Check the authority on: http://www9.anvisa.gov.br/Peticionamento/validarcertificacaoBPF_BFDA/

MINISTÉRIO DA SAÚDE
AGÊNCIA NACIONAL DE VIGILÂNCIA SANITÁRIA
SUPERINTENDÊNCIA DE INSPEÇÃO SANITÁRIA

CERTIFICADO DE BOAS PRÁTICAS DE FABRICAÇÃO

A Agência Nacional de Vigilância Sanitária ANVISA no exercício de suas atribuições certifica que a empresa indicada abaixo foi inspecionada e monitorada pelo Sistema Nacional de Vigilância Sanitária e que cumpre com as diretrizes de Boas Práticas de Fabricação dadas pela legislação brasileira, a qual está em consonância com as recomendações da Organização Mundial de Saúde.

Caplin Point Laboratories Limited
Endereço
Plot IV, Survey No. 895/1D, 2B, 2C & 897/5A, Guruvurajakandigal Village, Sirupuzalpettal Post, Gummidipoondi Taluk, Thiruvallur District - 601 201
Índia

Linha(s) de Produção/ Forma(s) Farmacêutica(s)
Líquidos estéreis: soluções parenterais de pequeno volume (com esterilização terminal), soluções parenterais de pequeno volume (com preparação asséptica) e pós injetáveis

Ministério da Saúde - Suplemento Nº 76, segunda-feira, 22 de abril de 2011

EMPRESA CERTIFICADA: GlaxoSmithKline Biologicals
ENDEREÇO: 637 Rue des Aulnois, 59230 Saint-Amand-Les-Eaux
PAÍS: França
Certificado de Boas Práticas para at(s) Linha(s) de Produção/ Forma(s) Farmacêutica(s)
Embalagem secundária de injetáveis: suspensões parenterais de pequeno volume e pós liofilizados

EMPRESA SOLICITANTE: Fresenius Kabi Brasil Ltda.
CNPJ: 49.324.221.0001-04
AUTORIZAÇÃO DE FUNCIONAMENTO N.º: 1.00.041-0
EMPRESA CERTIFICADA: Labesfal - Laboratório Almiro S.A.
ENDEREÇO: Lagoa, Santiago de Beateiros, 3465-157
PAÍS: Portugal
Certificado de Boas Práticas para at(s) Linha(s) de Produção/ Forma(s) Farmacêutica(s)
Sólidos: comprimidos revestidos

EMPRESA SOLICITANTE: Nunesfarma Distribuidora de Produtos Farmacêuticos Ltda.
CNPJ: 75.014.167/0001-00
AUTORIZAÇÃO DE FUNCIONAMENTO N.º: 1.01.795-2
AUTORIZAÇÃO ESPECIAL N.º: 1.20.570-2
EMPRESA CERTIFICADA: Orchid Healthcare
ENDEREÇO: B5(Part) & -B6 (Part) , Sipcot Industrial Park, Irungatukottai, Kancheepuram District - 602 105
PAÍS: Índia
Certificado de Boas Práticas para at(s) Linha(s) de Produção/ Forma(s) Farmacêutica(s)
Sólidos: comprimidos e comprimidos revestidos
Incluindo, ainda: Produtos Sujeitos ao Controle Especial, comprimidos e comprimidos revestidos

Ministério da Saúde
Agência Nacional de Vigilância Sanitária

RESOLUÇÃO-RE Nº- 5.811, DE 23 DE DEZEMBRO DE 2011

O Diretor da Diretoria Colegiada da Agência Nacional de Vigilância Sanitária, no uso das atribuições que conferem o Decreto nomeação de 31 de março de 2011, da Presidência da República, publicado no DOU de 1º de abril de 2011, o inciso I do art. 15, o inciso I e o § 1º do art. 55 do Regimento Interno aprovado nos termos do Anexo I da Portaria nº 354/2011, de 11 de agosto de 2006, republicada no DOU de 21 de agosto de 2006, e a Portaria nº 1.417, de 20 de setembro de 2011.

Considerando a solicitação de inspeção pela empresa Nunesfarma Distribuidora de Produtos Farmacêuticos Ltda. (CNPJ nº 75.014.167/0001-00 e Autorização de Funcionamento nº 1.01.795-2;

Considerando ainda o parecer da área técnica e que a empresa foi inspecionada cumprindo os requisitos de Boas Práticas de Fabricação - área farmacêutica, resolve:

Art. 1º Conceder à Empresa, na forma de ANEXO, a Certificação de Boas Práticas de Fabricação.

Art. 2º A presente Certificação terá validade de 2 (dois) anos a partir da sua publicação.

Art. 3º Esta Resolução entra em vigor na data de sua publicação.

JAIME CÉSAR DE MOURA OLIVEIRA

ANEXO

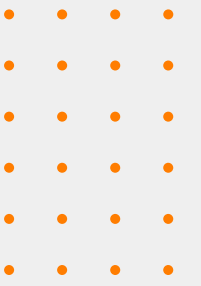
RAZÃO SOCIAL: Akums Drugs & Pharmaceuticals Ltd
ENDEREÇO: Plant III, Plot Nº 2.3.4 & 5, Sector 6-B, IIE, Sidcul, Ranipur, Haridwar, Uttarakhand
PAÍS: Índia
Certificado de Boas Práticas para a Linha de Produção/Forma Farmacêutica:
Líquidos estéreis: Soluções

GMP OF ANVISA BRAZIL

We participate directly in the approval of our partner



OUR PRODUCTS MADE IN INDIA



Registered
medicine



Registered
medicine



Registered
medicine



Registered
clinical nutrition



Registered
clinical nutrition



Registered
clinical nutrition



10 more in **pipeline**

“Project Escalation”

with financial
resources guaranteed



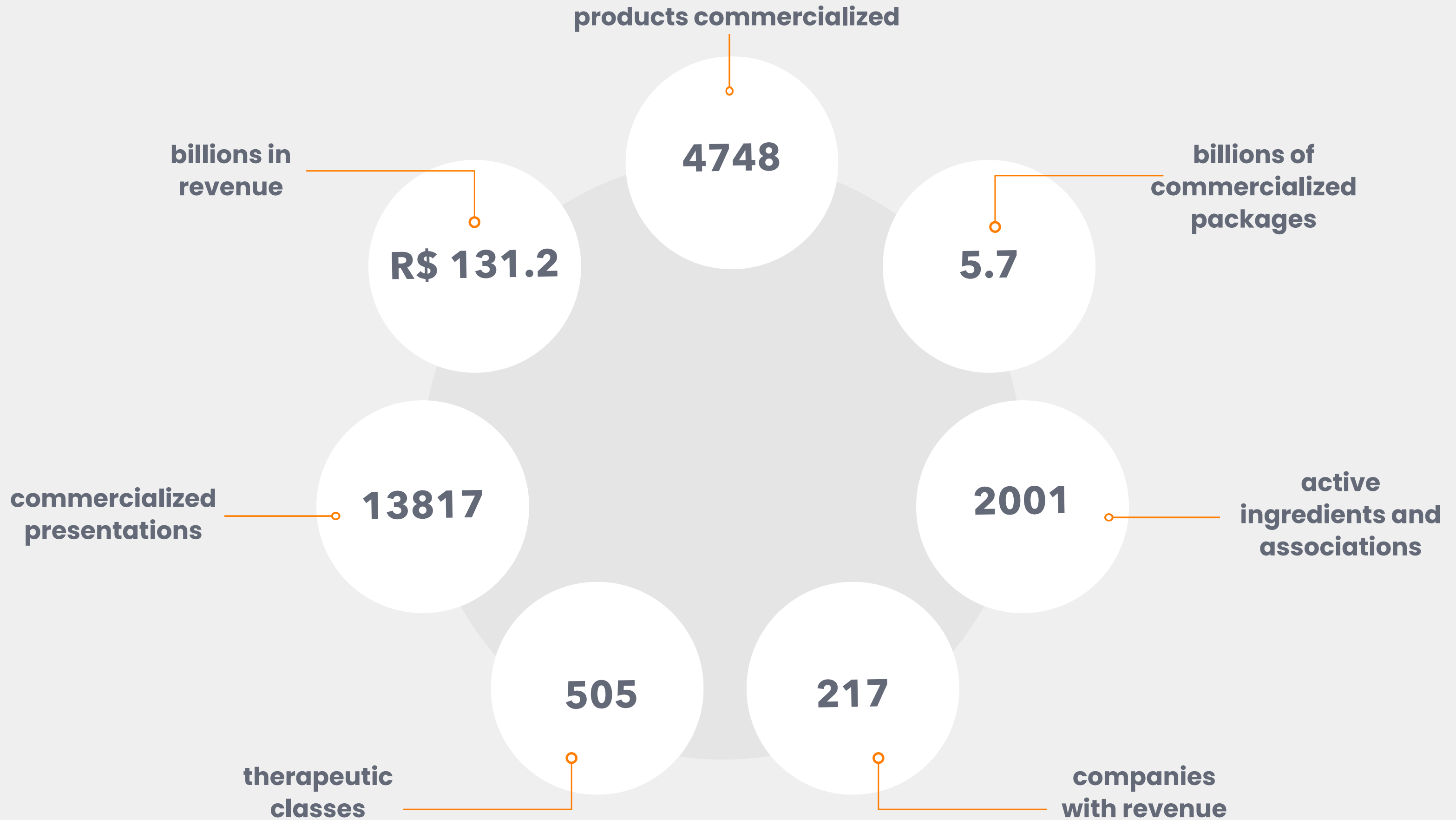
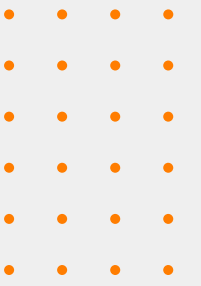
BRAZILIAN PHARMACEUTICAL **MARKET DATA**

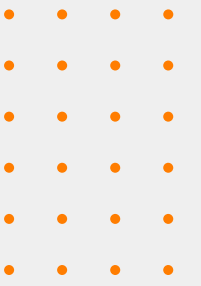


NUMBER OF PHARMACEUTICAL COMPANIES AND NUMBER OF PRODUCTS SOLD



Year	Active Companies	Number of products sold
2020	212	4872
2021	234	4796
2022	217	4748





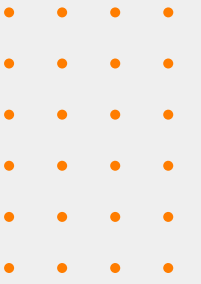
BRAZIL SALES OF MEDICINES IN 2022 BY PRODUCT TYPE

Product type	number of companies with at least 1 product of the type	Products	number of active ingredients molecule of the type	Revenue (USD\$)	Revenue (R\$)
New	115	1078	990	8.608.469.513,37	43.214.516.957,12
Biologicals	75	310	226	6.773.795.313,58	34.004.452.474,19
Branded Generics	144	2121	851	4.967.607.802,74	24.937.391.169,74
Generics	88	2553	557	3.959.047.933,39	19.874.420.625,63
OTC	99	465	263	1.621.052.463,03	8.137.683.364,41
Phytotherapeutics	44	152	66	172.986.588,62	868.392.674,85

26.102.959.614,73

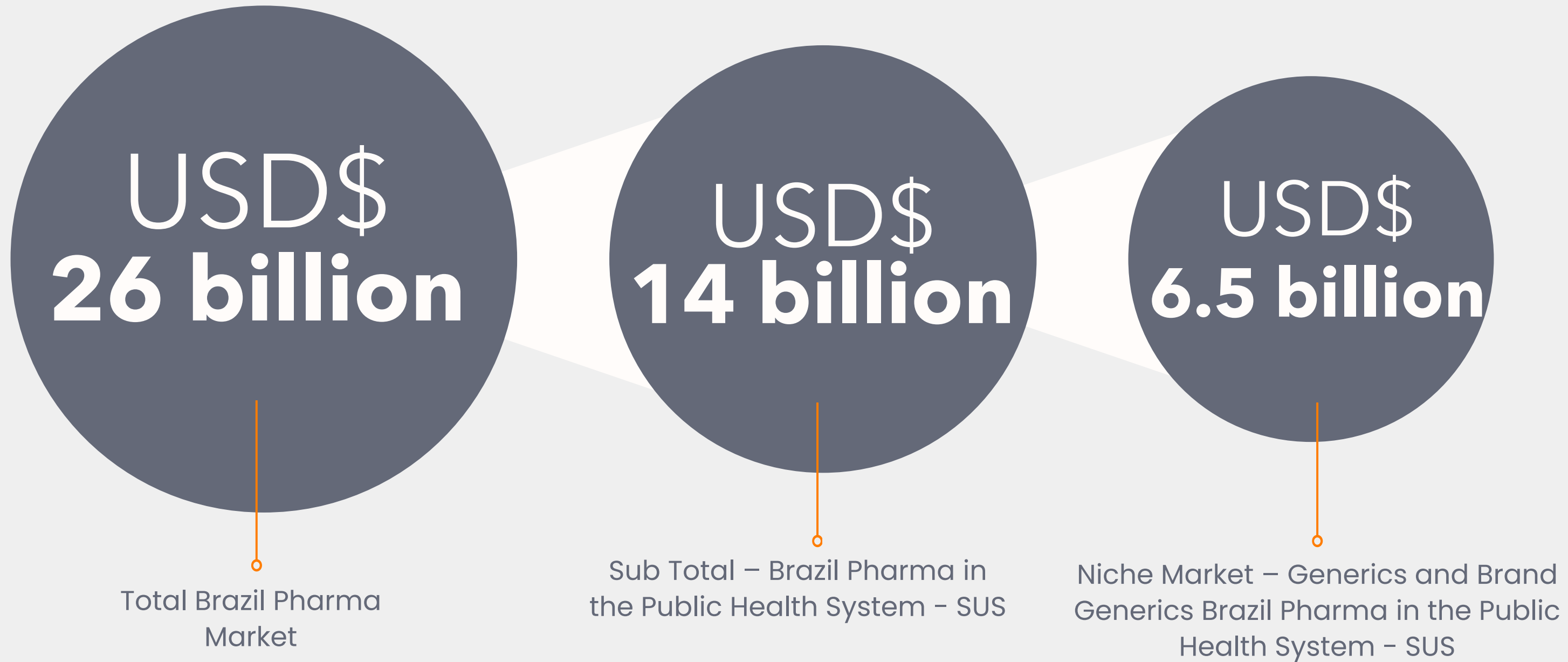
131.036.857.265,94

USD\$ 26 billion



MARKET SIZE

We look at brazilian public health system-SUS





RANKING IQVIA IMS BRAZIL

30th on public channel >>>

IMS Health & Quintiles are now
IQVIA™

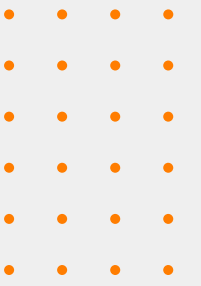
Flash HMB
Mercado Hospitalar Brasil

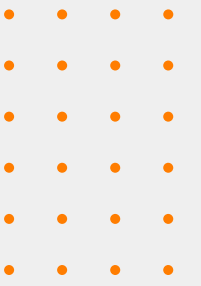
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Abr/24

Top Laboratórios - Canal Público

Laboratórios	Unidades													
	Rank Mês		Mat			Ytd			Mês					
	Abr/23	Abr/24	Abr/23	Abr/24	%Cresc	Abr/23	Abr/24	%Cresc	Abr/23	Mar/24	Abr/24	%Cresc M.A	%Cresc A.A	
NEO QUIMICA	1	1	60,321,405	70,195,963	↑ 16.4%	23,464,816	22,092,904	↓ -5.8%	6,415,641	6,958,693	7,488,644	↑ 7.6%	↑ 16.7%	
EMS PHARMA	2	2	36,204,576	38,196,833	↑ 5.5%	11,577,975	12,661,982	↑ 9.4%	2,400,589	3,395,202	3,401,998	↑ 0.2%	↑ 41.7%	
CIMED	3	3	16,907,760	22,894,173	↑ 35.4%	5,412,169	8,162,505	↑ 50.8%	1,493,068	2,224,516	2,048,677	↓ -7.9%	↑ 37.2%	
ACHE	5	4	10,760,373	12,827,140	↑ 19.2%	4,063,267	3,943,358	↓ -3.0%	1,328,557	1,255,716	1,066,550	↓ -15.1%	↓ -19.7%	
TEUTO BRASILEIRO	9	5	8,044,877	7,141,031	↓ -11.2%	2,102,056	2,229,847	↑ 6.1%	630,653	706,684	837,097	↑ 18.5%	↑ 32.7%	
MERCK	4	6	7,550,460	6,118,932	↓ -19.0%	2,642,918	2,666,094	↑ 0.9%	388,680	507,307	763,636	↑ 50.5%	↑ 96.5%	
ABBOTT EPD	8	7	6,046,171	7,375,062	↑ 22.0%	1,956,614	1,935,320	↓ -1.1%	526,564	410,478	740,674	↑ 80.4%	↑ 40.7%	
SANDOZ DO BRASIL	7	8	4,203,747	5,017,296	↑ 19.4%	1,285,511	1,894,761	↑ 47.4%	483,970	609,889	595,868	↓ -2.3%	↑ 23.1%	
SANOFI	30	9	1,110,801	5,208,561	↑ 53.1%	2,966,894	1,005,650	↓ -66.1%	357,383	162,886	525,260	↑ 222.5%	↑ 47.0%	
EUROFARMA	13	10	8,061,157	6,620,911	↓ -17.9%	2,013,720	1,697,063	↓ -15.7%	685,634	530,079	516,509	↓ -2.6%	↓ -24.7%	
FQM GRUPO	6	11	4,016,083	4,741,562	↑ 18.1%	1,485,237	1,764,109	↑ 18.8%	403,427	499,301	473,738	↓ -5.1%	↑ 17.4%	
ROCHE	14	12	3,884,246	4,022,498	↑ 3.6%	1,186,848	1,510,857	↑ 27.3%	263,936	472,842	413,551	↓ -12.5%	↑ 56.7%	
NESTLE	16	13	9,026,364	7,534,555	↓ -16.5%	2,845,926	1,308,327	↓ -54.0%	617,061	372,423	408,985	↑ 9.8%	↓ -33.7%	
BELFAR	19	14	2,996,683	2,851,652	↓ -4.8%	980,268	972,377	↓ -0.8%	174,507	266,563	389,595	↑ 46.2%	↑ 123.3%	
UNIAO QUIMICA F N	10	15	6,168,260	4,781,067	↓ -22.5%	2,341,387	1,287,102	↓ -45.0%	301,325	298,459	371,242	↑ 24.4%	↑ 23.2%	
GEOLAB	17	16	3,082,401	3,394,671	↑ 10.1%	828,172	1,145,618	↑ 38.3%	176,529	313,935	339,154	↑ 8.0%	↑ 92.1%	
BIOLAB-SANUS FARMA	12	17	3,793,700	5,035,724	↑ 32.7%	1,657,775	1,351,570	↓ -18.5%	461,962	387,806	331,456	↓ -14.5%	↓ -28.3%	
PRATI DONADUZZI	20	18	3,507,774	3,153,319	↓ -10.1%	861,476	947,003	↑ 9.9%	210,640	272,523	317,641	↑ 16.6%	↑ 50.8%	
RANBAXY	11	19	3,550,611	3,602,188	↑ 1.5%	1,053,606	1,112,513	↑ 5.6%	162,372	303,507	270,683	↓ -10.8%	↑ 66.7%	
FARMACE	15	20	1,569,829	3,487,315	↑ 69.9%	3,253,853	1,241,052	↓ -61.9%	445,858	520,736	260,480	↓ -50.0%	↓ -41.6%	
SERVIER DO BRASIL	32	21	3,388,016	3,102,286	↓ -8.4%	1,161,839	706,801	↓ -39.2%	212,387	201,272	246,432	↑ 22.4%	↑ 16.0%	
AIRELA IND FARM	21	22	1,478,687	2,182,421	↑ 47.6%	407,502	761,905	↑ 87.0%	168,029	239,580	234,576	↓ -2.1%	↑ 39.6%	
APSEN	40	23	1,528,343	1,463,256	↓ -4.3%	489,718	444,640	↓ -9.2%	87,772	122,239	181,216	↑ 48.2%	↑ 106.5%	
ZYDUS BRASIL	18	24	1,771,039	1,922,304	↑ 8.5%	596,709	578,931	↓ -3.0%	114,526	104,137	180,885	↑ 73.7%	↑ 57.9%	
NOVARTIS	34	25	2,330,510	1,950,371	↓ -16.3%	930,514	494,732	↓ -46.8%	377,949	130,750	177,538	↑ 35.8%	↓ -53.0%	
NATULAB	23	26	1,235,213	1,131,661	↓ -8.4%	308,024	493,322	↑ 60.2%	112,616	133,158	159,858	↑ 20.1%	↑ 41.9%	
HIPOLABOR	24	27	1,204,434	1,515,562	↑ 25.8%	420,875	522,201	↑ 24.1%	107,557	149,178	144,255	↓ -3.3%	↑ 34.1%	
PHARLAB	49	28	1,845,483	1,071,969	↓ -41.9%	273,985	376,471	↑ 37.4%	64,717	142,100	128,206	↓ -9.8%	↑ 98.1%	
GLOBO	22	29	1,861,142	1,689,915	↓ -9.2%	448,223	436,339	↓ -2.7%	104,282	81,590	128,086	↑ 57.0%	↑ 22.8%	
NUNESFARMA	47	30	1,417,021	1,828,609	↑ 29.0%	569,485	457,195	↓ -19.7%	164,145	222,743	123,275	↓ -44.7%	↓ -24.9%	
BAXTER	29	31	371,096	1,496,662	↑ 303.3%	263,993	363,855	↑ 37.8%	135,440	134,082	119,312	↓ -11.0%	↓ -11.9%	
HYPERA AQ	103	32	33,092	225,183	↑ 580.5%	14,600	141,274	↑ 867.6%	2,885	18,148	110,009	↑ 506.2%	↑ 3713.1%	
GSK FARMA	25	33	2,980,871	2,118,555	↓ -28.9%	925,333	530,803	↓ -42.6%	147,689	149,697	109,288	↓ -27.0%	↓ -26.0%	
CRISTALIA	31	34	2,080,116	1,421,891	↓ -31.6%	806,482	334,299	↓ -58.5%	154,009	78,877	106,129	↑ 34.5%	↓ -31.1%	
VIC PHARMA	28	35	1,401,890	1,662,378	↑ 18.6%	569,678	395,379	↓ -30.6%	160,327	101,272	104,614	↑ 3.3%	↓ -34.7%	
SUN PHARMA	53	36	1,442,304	891,070	↓ -38.2%	491,548	264,561	↓ -46.2%	197,755	35,965	95,715	↑ 166.1%	↓ -51.6%	





BREAKING NEWS



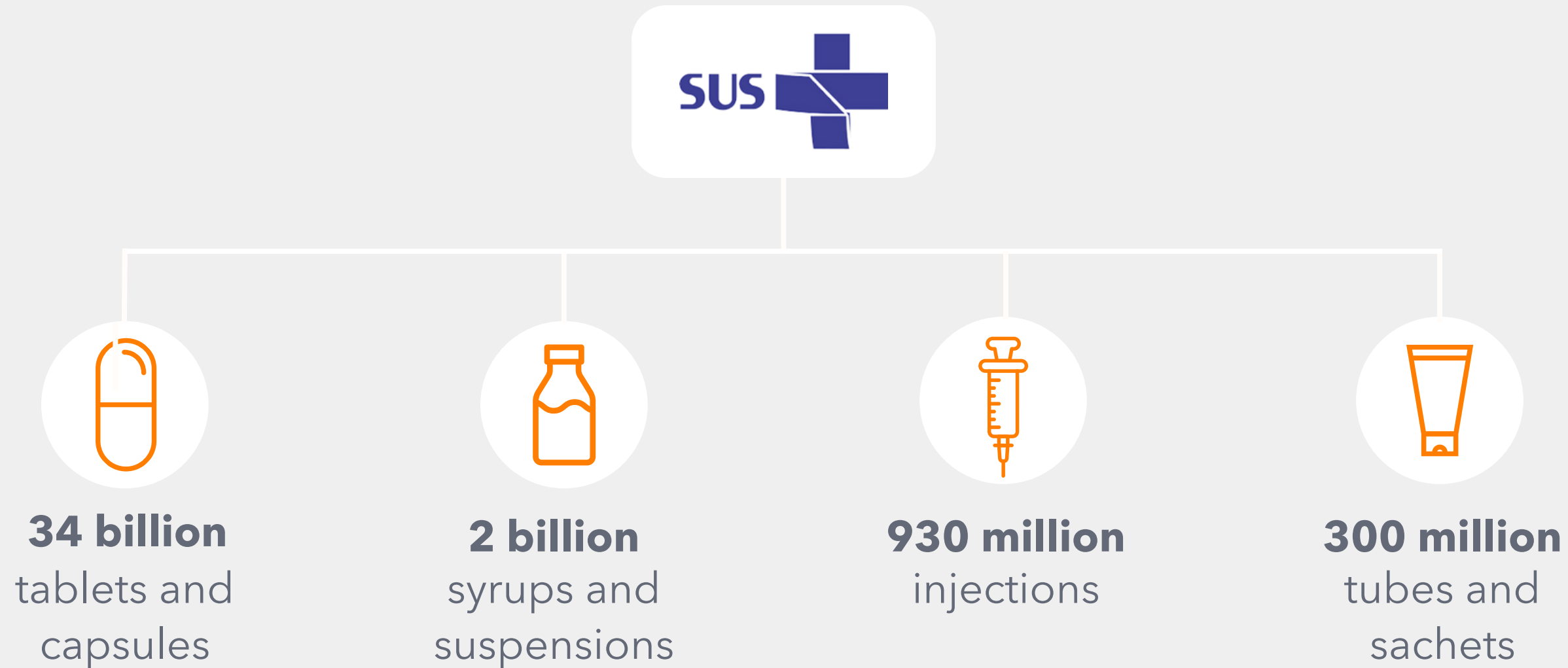
ANVISA APPROVES STANDARD FOR TAKING ADVANTAGE OF **EVALUATIONS FROM EQUIVALENT FOREIGN AUTHORITIES**

Measure applies to medicines, vaccines, biological products and pharmaceutical inputs.



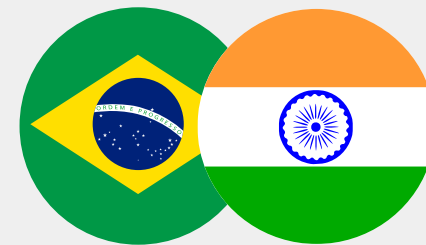
ANNUAL VOLUMES OF REQUESTS

Annual volumes of requests for tenders and auctions in Brazilian public health system - SUS that Nunesfarma registered in 2023





Your company passport to enter in the
Brazilian pharmaceutical market





COMPANY OVERVIEW



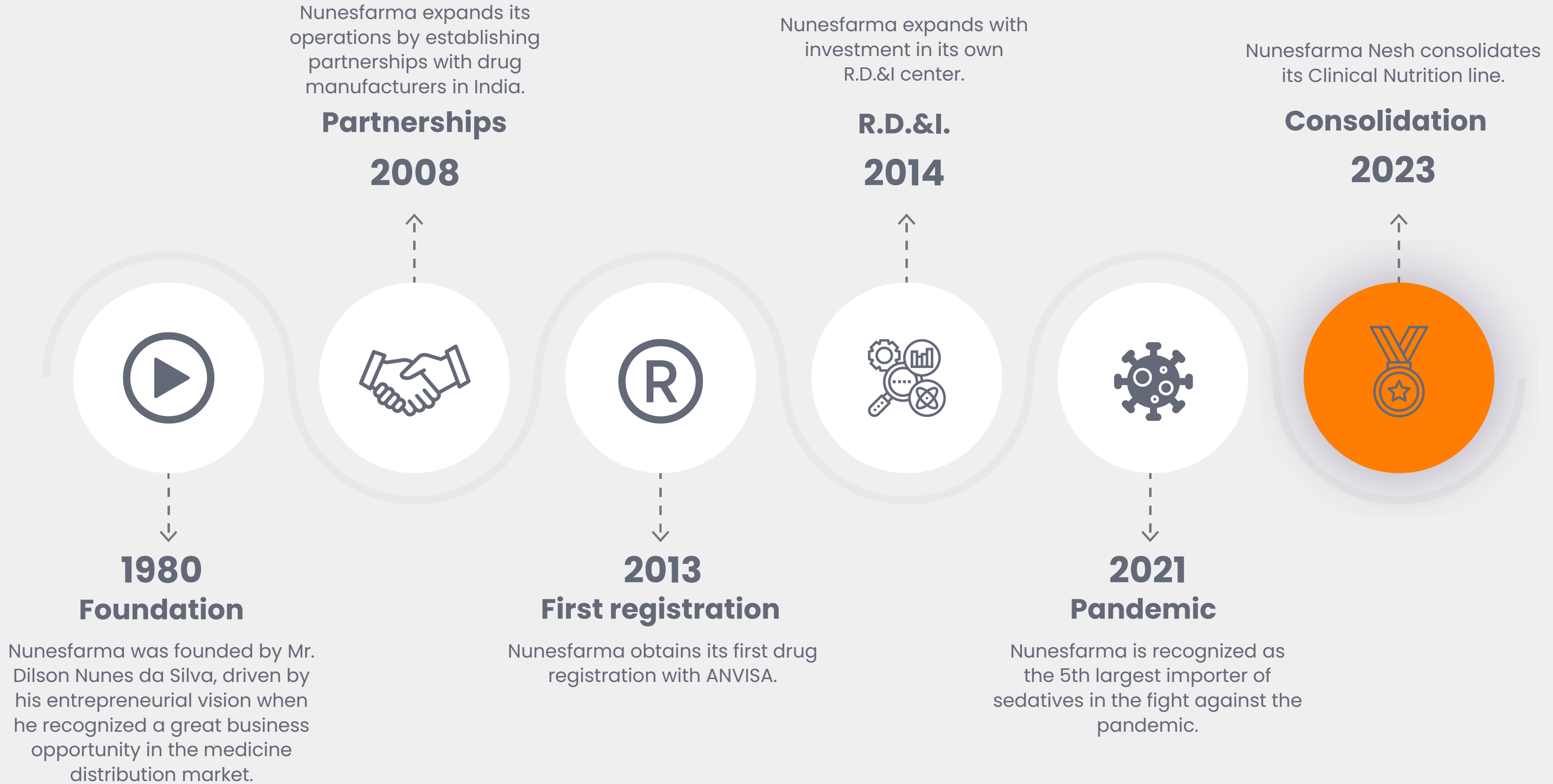
Pharmaceutical company and developer of its own medicine, clinical nutrition and supplement products serving the entire national market, complying with ANVISA standards;



The company has a portfolio of 20 products, 10 of which are commercialized and another 10 are in the approval process, to be launched in the next 3 years. Owner of the registrations and own brand;



Niche performance, dispersed portfolio and leader in its segment, has its own technology for mapping and selecting opportunities in the institutional market (own CRM and ANVISA know-how/agility).





OUR CEO

Believes in the purpose of making happen successful and sustainable projects for both participants



Fernando Silva

CEO of Nunesfarma Nesh, a company with strong relationships with Indian companies. He is also the newest Regional Head of the CCIB's South office. He travels frequently to India and is a member of the Advisory Board of the India Brazil Chamber of Commerce. With a degree in Business Administration from FAE/PR, Fernando has a Postgraduate Diploma in Marketing from ESPM/SP and an MBA in Project Management from USP-FIA/SP.



OUR TEAM

This group has a sparkle in their eyes and the persistence to work day after day in pursuit of project deliveries.



Pâmela
CTO technical director



Juliane
pharmacist R.D.&I.



Sílvia
SR R.D.&I.



Dana
India office head



Intellectual capital

Own intellectual capital team developed with Anvisa Know-How to operate in the segment



Tradition

Operating in the Brazilian pharmaceutical market for over 44 years



Performance

Niche operation, with exclusive flow, in software, to capture demand and operationalize sales

COMPANY OVERVIEW

competitive advantages



Team

Own team of salespeople and distributors to serve the entire Brazilian territory



Governance

SAP ERP, global accounting and consulting firm by Falconi, the largest Brazilian business management consultancy



Brand

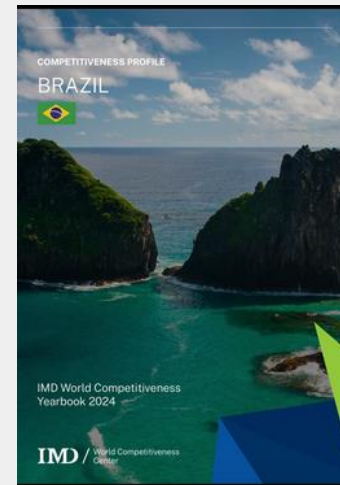
10 active products in its portfolio, owned by NESH, and holder of ANVISA registrations





LET'S GET TO KNOW EACH OTHER BETTER

note that we are different but with many synergies and similarities



Rank



Rank

	Brasilia		New Delhi	
Capital	Brasilia		New Delhi	
Land area (square km '000)	8516*		3287*	
Exchange rate (per \$)	4994*		82599*	
Population - market size (millions)	203.06*	06	1428.63*	01
Gross domestic product (GDP) (US\$ billions)	2173.7*	09	3558.1*	05
GDP (PPP) per capita (US\$)	20,117*	55	9339*	64
Real GDP growth (%)	2.9*	16	7.6*	01
Consumer price inflation (%)	4.59*	28	5.38*	33
Unemployment rate (%)	8.00*	58	8.00*	59
Labor force (millions)	108.30*	05	627.47*	02
Current account balance (% of GDP)	-1.32*	49	-1.21*	48
Direct investment stocks inward (\$bn)	815.6**	13	510.7**	18
Direct investment flows inward (% of GDP)	4.48**	13	1.44**	44

*2023, **2022



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SUB-FACTOR RANKING	2023	2024
Public finance	64	66
Tax policy	44	50
Institutional Framework	62	62
Business Legislation	62	65
Societal Framework	61	67

SUB-FACTOR RANKING	2023	2024
Productivity and efficiency	63	65
Labor market	53	55
Finance	48	46
Management practices	57	55
Attitudes and values	55	61



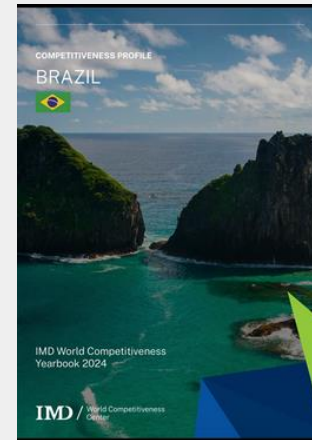
SUB-FACTOR RANKING	2023	2024
Public finance	43	55
Tax policy	32	33
Institutional Framework	31	40
Business Legislation	44	44
Societal Framework	53	54

SUB-FACTOR RANKING	2023	2024
Productivity and efficiency	39	43
Labor market	12	15
Finance	27	23
Management practices	34	41
Attitudes and values	23	14

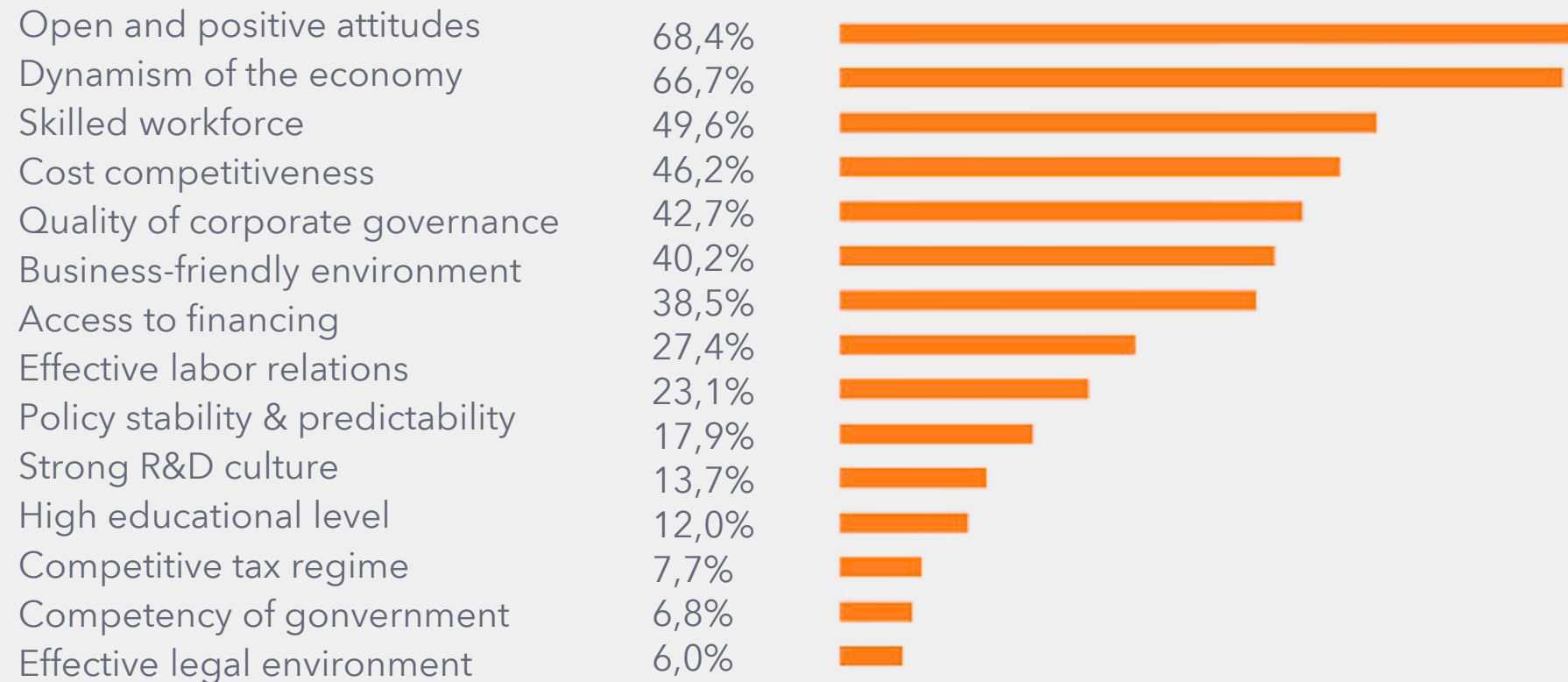


LET'S GET TO KNOW EACH OTHER BETTER

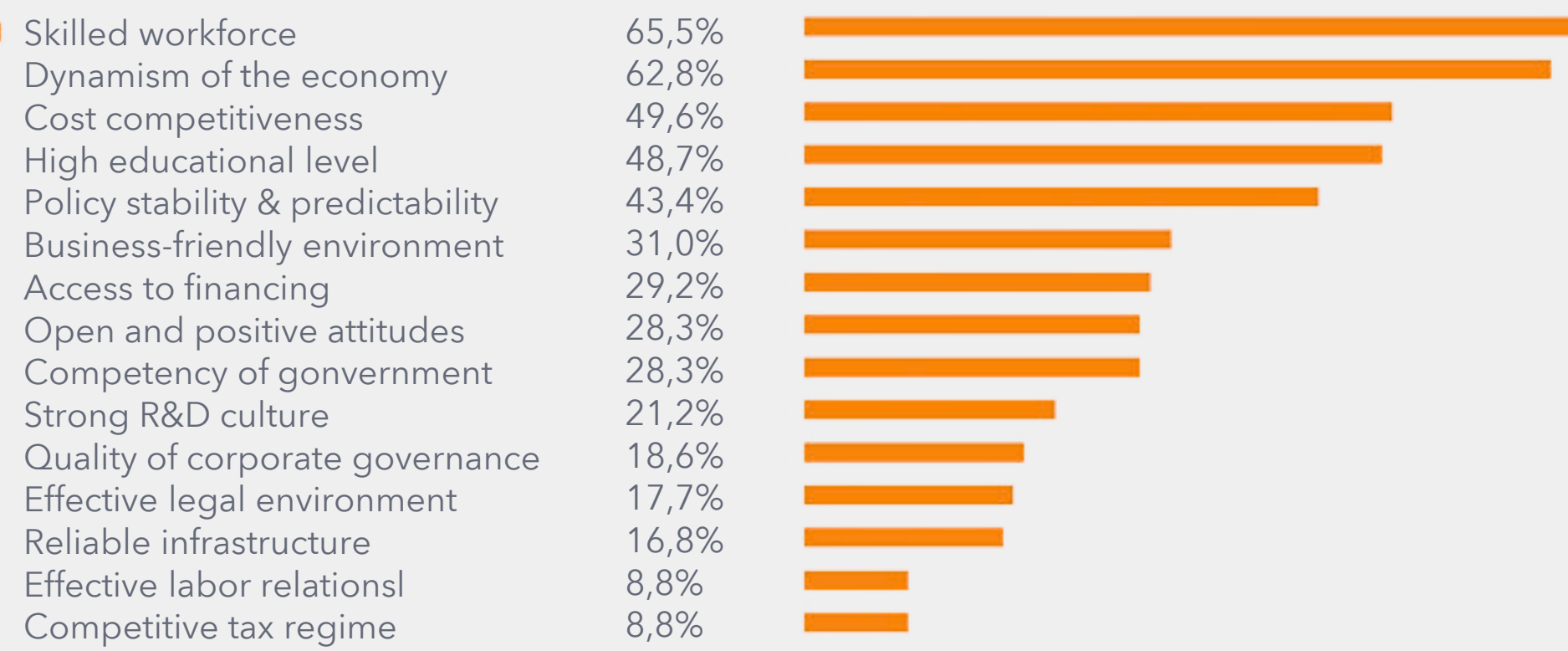
note that we are different but with many synergies and similarities



KEY ATTRACTIVENESS INDICATORS



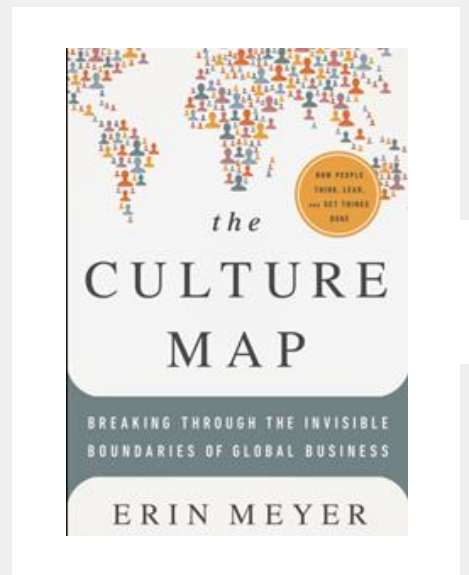
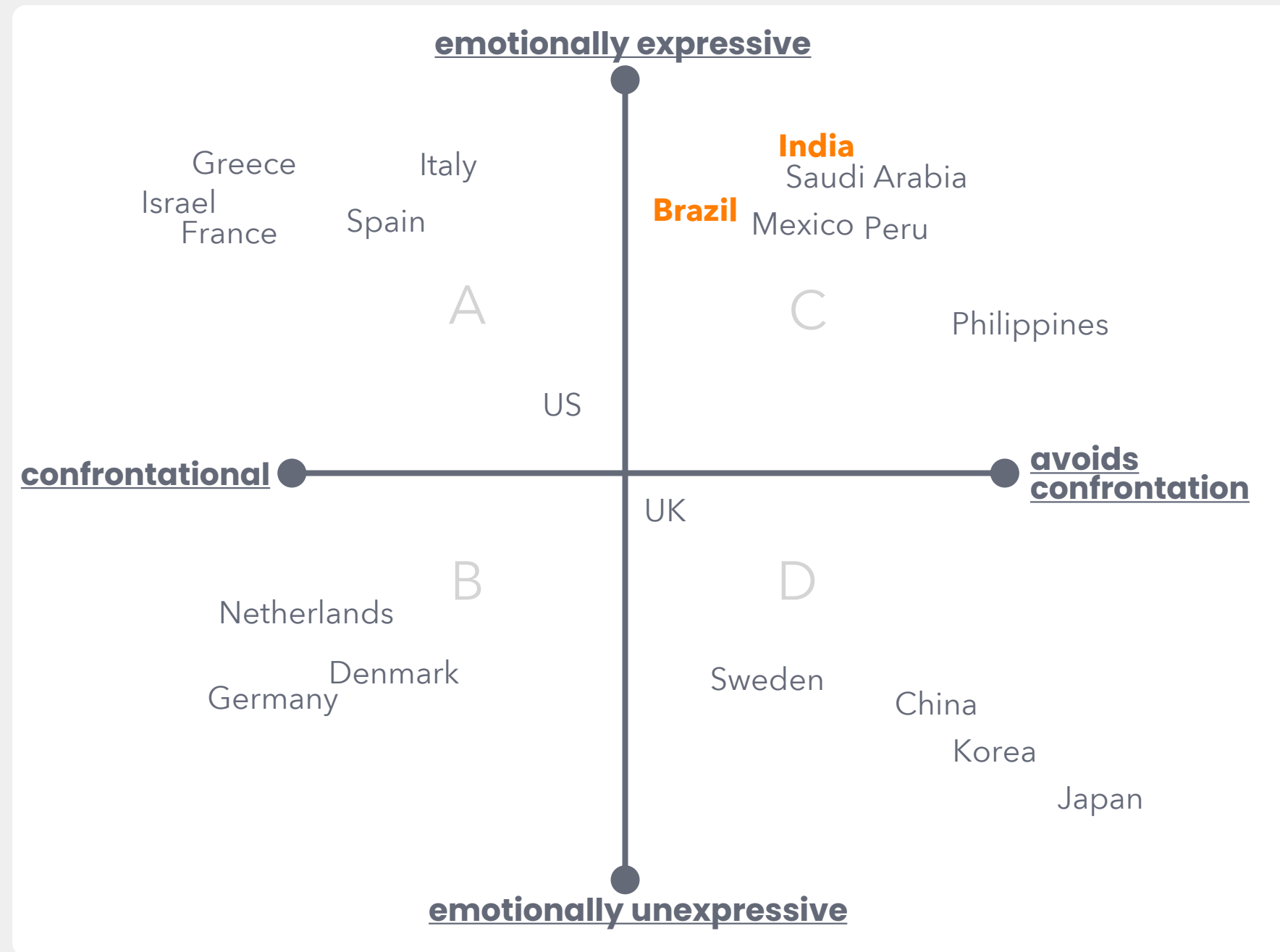
KEY ATTRACTIVENESS INDICATORS





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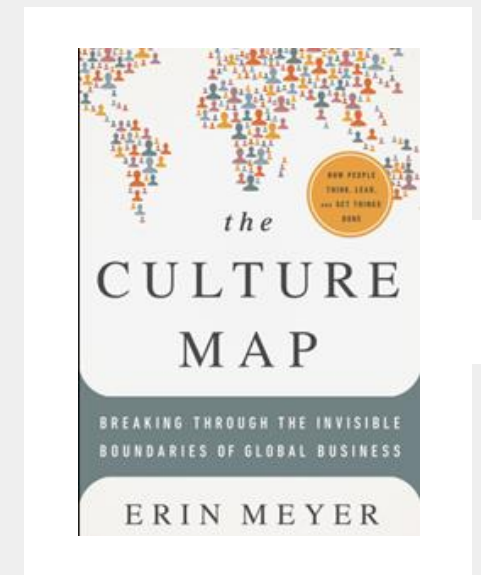
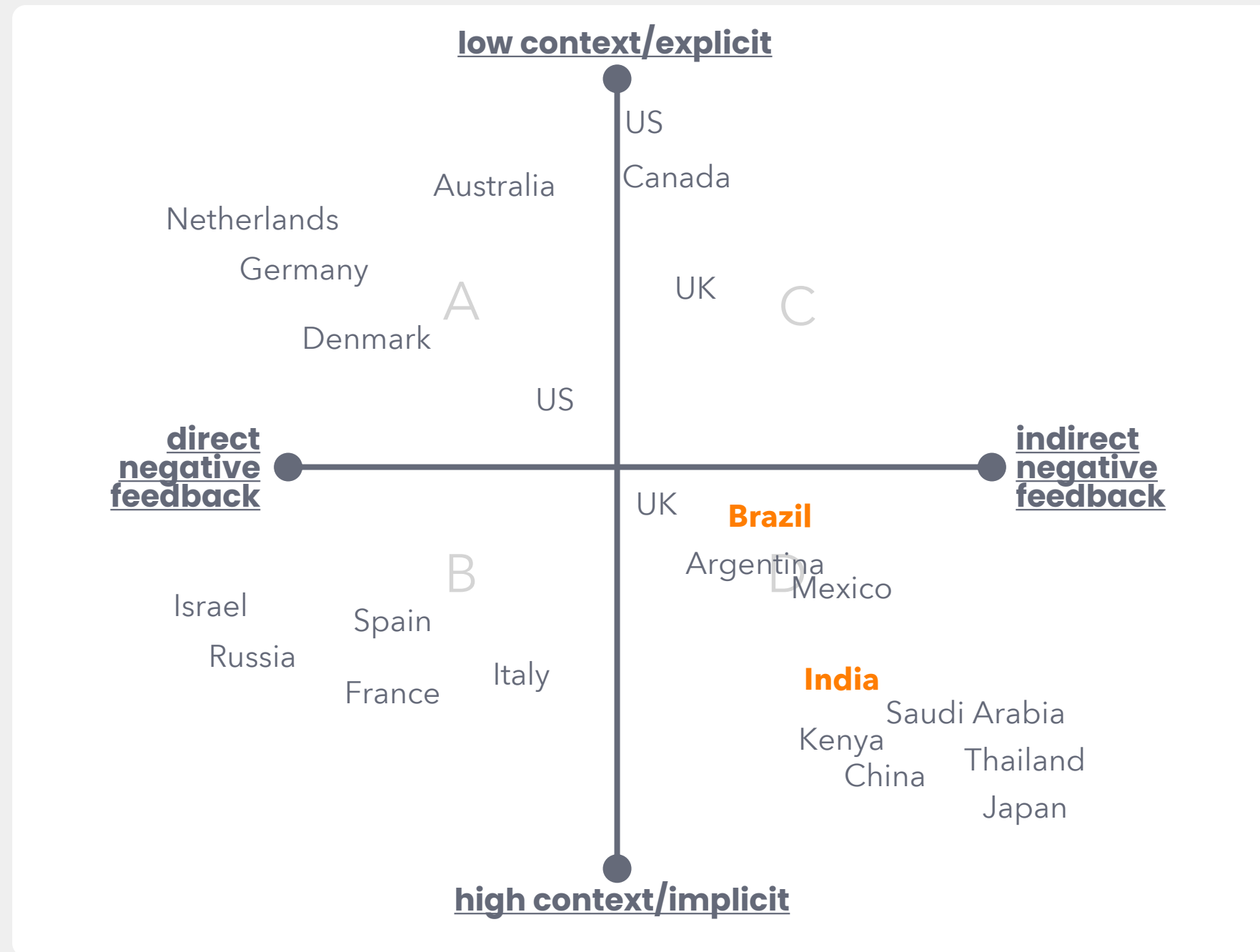
Disagreement and debate are positive for the team or organization. Open confrontation is appropriate and will not negatively impact the relationship.

Disagreement and debate are negative for the team or organization. Open confrontation is inappropriate and will break group harmony or negatively impact the relationship.



LET'S GET TO KNOW EACH OTHER BETTER

note that we are different but with many synergies and similarities



Negative feedback to a colleague is provided frankly, bluntly, honestly. Negative messages stand alone, not softened by positive ones. Absolute descriptors are often used (totally inappropriate, completely unprofessional) when criticizing. Criticism may be given to an individual in front of a group.

Negative feedback to a colleague is provided sftly, subtly, diplomatically. Positive messages are used to wrap negative ones. Qualifying descriptors are often used (sort of inappropriate, slightly unprofessional) when criticizing. Criticism is given only in private.



SUGGESTIONS FOR **MAKING THIS HAPPEN**

together

- Work with local Partners with **same Values and Vision**
- Encourage key executives** to travel between India and Brazil
- Technology** helps the distance
- Open and transparent, **patient and perseverant**
- Establishing a **strong line of communication** between the **owners** is crucial
- Commitment** to make it happen is more important than the contract



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We work hands-on.

Dhanyavaad!