

OVER 30 YEARS OF HISTORY

POLISH CAPITAL

WSE-LISTED COMPANY SINCE 2004



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WSE-LISTED COMPANY SINCE 2004

*Source: IQVIA,
Sell-In data



OVER 30 YEARS OF HISTORY

POLISH CAPITAL

WSE-LISTED COMPANY SINCE 2004

*Source: IQVIA,
Sell-In data



WE ARE
THE BIGGEST
WHOLESALER ON
THE MARKET

WE PLAY A KEY ROLE
IN PROVIDING POLISH
PEOPLE WITH MEDICINES.
WE SERVE MORE THAN
94% OF THE
MARKET*
(12,5K OF PHARMACIES)

GRUPA **NEUCA**

**WE SUPPORT
INDEPENDENT
PHARMACIES**
IN COMPETING ON
THE MARKET. WE DO
NOT OWN ANY
PHARMACIES.

THE LARGEST
IN POLAND ORDER
PICK-UP SYSTEM IN THE
CLICK&COLLECT MODE.
**2000 PHARMACIES
ON APTELINE.PL**

OVER 30 YEARS OF HISTORY

POLISH CAPITAL

WSE-LISTED COMPANY SINCE 2004

*Source: IQVIA,
Sell-In data

**Source: Resale to the patient,
KS-Omnibus, 2021 summary



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SYNOPTIS PHARMA'S
PARACETAMOL IS
NO. 2
AMONG
CONSUMERS **

SYNOPTIS PHARMA
IN
TOP 20
OF NON-RX COMPANIES
ON THE MARKET **

GRUPA **NEUCA**

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*Source: IQVIA, Sell-In data **Source: Resale to the patient, KS-Omnibus, 2021 summary

*** Full Time Equivalent – includes contracts of employment, B2B, management, temporary work agencies, and estimated number of active drivers (The number of people working under contracts of employment amounts up to 3.7K)

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WE SUPPORT INDEPENDENT PHARMACIES IN COMPETING ON THE MARKET. WE DO NOT OWN ANY PHARMACIES.

THE LARGEST

IN POLAND ORDER PICK-UP SYSTEM IN THE CLICK&COLLECT MODE.

2000 PHARMACIES ON APTELIN.PL

GREAT PLACE TO WORK®

THE COMPANY RANKS 6TH IN THE CATEGORY OF COMPANIES WITH 500+ EMPLOYEES IN 2021

6,8 K

EMPLOYEES AND COLLABORATORS***

OVER 30 YEARS OF HISTORY

POLISH CAPITAL

WSE-LISTED COMPANY SINCE 2004

*Source: IQVIA, Sell-In data **Source: Resale to the patient, KS-Omnibus, 2021 summary

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PARACETAMOL IS
NO. 2
AMONG
CONSUMERS**

SYNOPTIS PHARMA
IN
TOP 20
OF NON-RX COMPANIES
ON THE MARKET**

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THE MARKET

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WE SERVE MORE THAN
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(12,5K OF PHARMACIES)

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IN COMPETING ON
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PHARMACIES.

THE LARGEST
IN POLAND ORDER
PICK-UP SYSTEM IN THE
CLICK&COLLECT MODE.
1800 PHARMACIES
ON APTELIN.PL

90
FACILITIES
THE LARGEST
INDEPENDENT NETWORK
OF CLINICAL TRIALS
CENTERS IN EUROPE

GREAT PLACE
TO WORK®
THE COMPANY RANKS 6TH
IN THE CATEGORY OF COMPANIES
WITH 500+ EMPLOYEES
IN 2021

6,8 K
EMPLOYEES AND
COLLABORATORS***

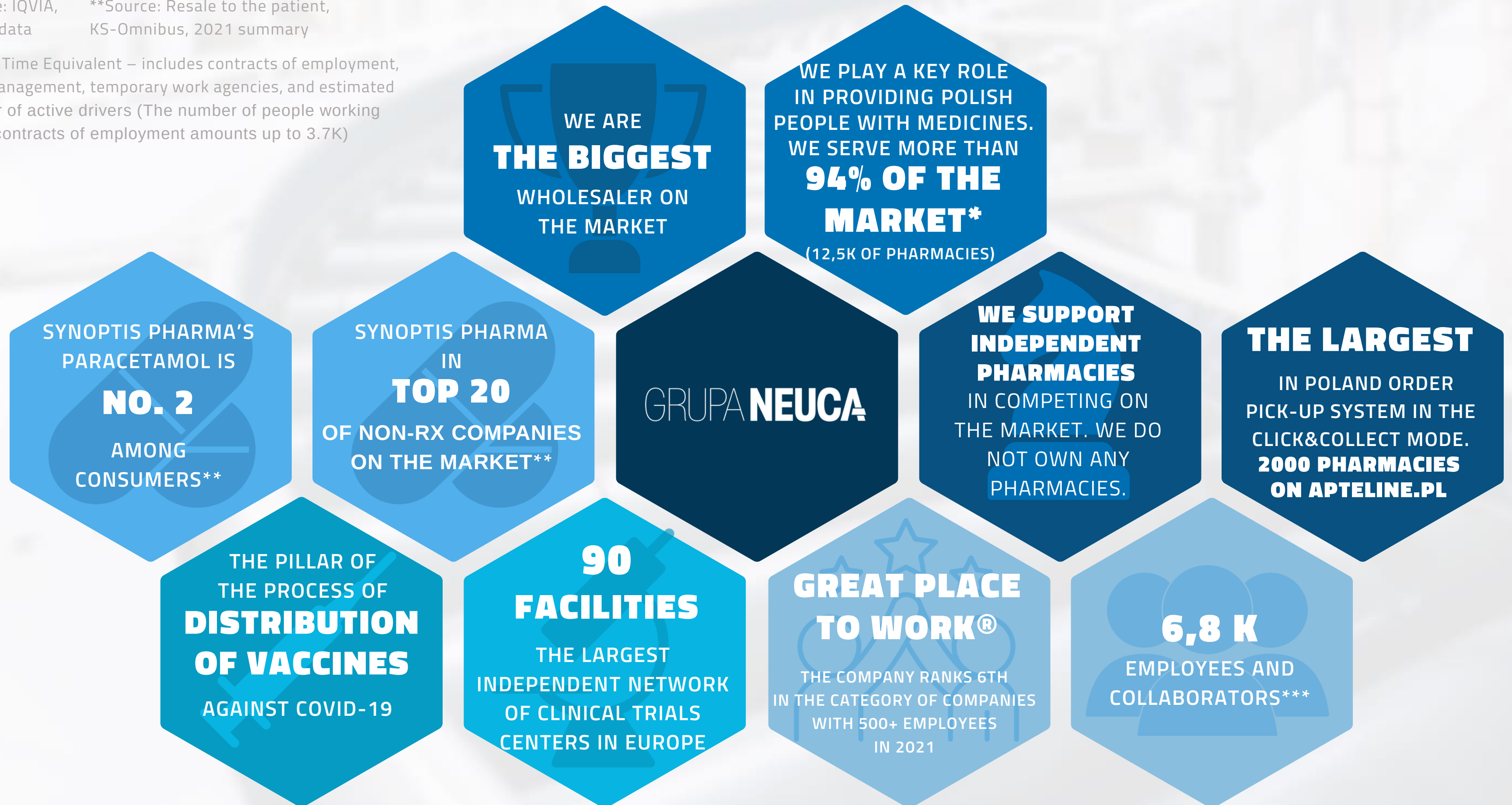
OVER 30 YEARS OF HISTORY

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**BUSINESS
AREAS**

**NEUCA'S
WHOLESAL
OPERATIONS**

WE DISTRIBUTE DRUGS TO PHARMACIES AND
HEALTH CENTERS. WE PLAY A KEY ROLE
IN PROVIDING POLISH PEOPLE
WITH MEDICINES.

**BUSINESS
AREAS**

NEUCA'S WHOLESALE OPERATIONS

WE DISTRIBUTE DRUGS TO PHARMACIES AND
HEALTH CENTERS. WE PLAY A KEY ROLE
IN PROVIDING POLISH PEOPLE
WITH MEDICINES.

PHARMACEUTICAL
PRODUCTS

synoptis[®]
pharma

synoptis[®]
industrial

BUSINESS AREAS

OPERATIONS STRICTLY CONNECTED WITH THE
WHOLESALE SEGMENT. WE CREATE AND DEVELOP
NEW PHARMACEUTICAL BRANDS.

NEUCA'S WHOLESALE OPERATIONS

WE DISTRIBUTE DRUGS TO PHARMACIES AND HEALTH CENTERS. WE PLAY A KEY ROLE IN PROVIDING POLISH PEOPLE WITH MEDICINES.

PHARMACEUTICAL PRODUCTS



BUSINESS AREAS

OPERATIONS STRICTLY CONNECTED WITH THE WHOLESALE SEGMENT. WE CREATE AND DEVELOP NEW PHARMACEUTICAL BRANDS.

CLINICAL TRIALS



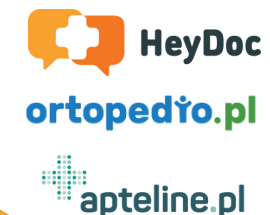
OUTPATIENT CLINICS



TELEMEDICINE



E-COMMERCE



HEALTH INSURANCE



MEDICAL OPERATOR



PATIENT AREA

EXTENDING SUPPORT OFFERED TO INDEPENDENT PHARMACIES CONTRIBUTED TO THE GROUP'S DEVELOPMENT ON THE HEALTH MARKET

* On 29 September 2021 NEUCA tookover 50.2% of stakes in the company

FINANCIAL DATA



FINANCIAL DATA

9,9 BILLION PLN
REVENUES
2021

(REVENUES IN 2020: 9.3 BILLION PLN)



FINANCIAL DATA

9,9 BILLION PLN
REVENUES
2021

(REVENUES IN 2020: 9.3 BILLION PLN)

171,5 MLN PLN

CONSOLIDATED NET PROFIT
excluding one-off events
2021

*(CONSOLIDATED NET PROFIT
WITHOUT ONE-OFF EVENTS
IN 2020: 154.3 MLN PLN)*



FINANCIAL DATA

9,9 BILLION PLN
REVENUES
2021

(REVENUES IN 2020: 9.3 BILLION PLN)

171,5 MLN PLN

CONSOLIDATED NET PROFIT
excluding one-off events
2021

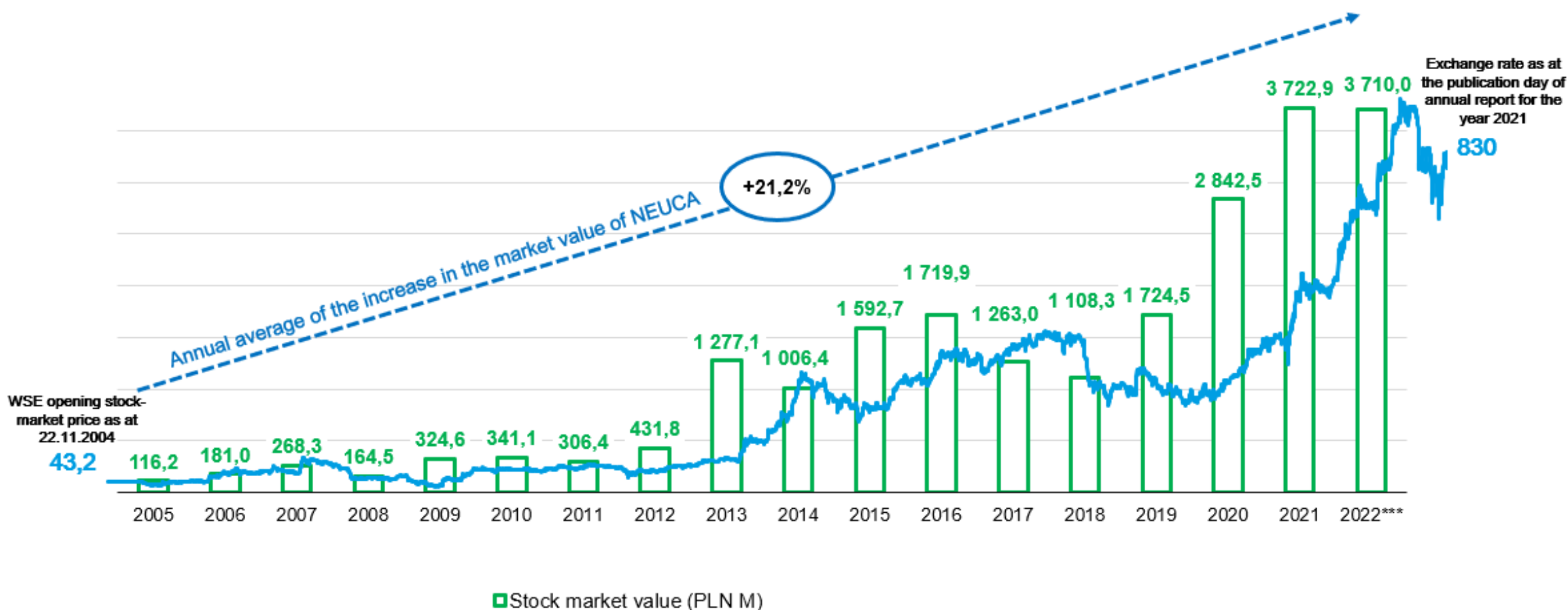
*(CONSOLIDATED NET PROFIT
WITHOUT ONE-OFF EVENTS
IN 2020: 154.3 MLN PLN)*

MORE THAN
500 MLN PLN

PAID OUT IN DIVIDENDS
AND BUYBACK PROGRAM
(2005-2021)

NEUCA on the WARSAW STOCK EXCHANGE

SHARE PRICE* AND STOCK-MARKET PRICE** NEUCA IN THE YEARS 2004-2022



* SHARE PRICE IN THE PERIOD OF 22.11.2004 – 31.03.2022 (PUBLICATION OF THE ANNUAL REPORT FOR THE YEAR 2021)

** COMPANY CAPITALISATION AS AT 31 DECEMBER OF EVERY YEAR

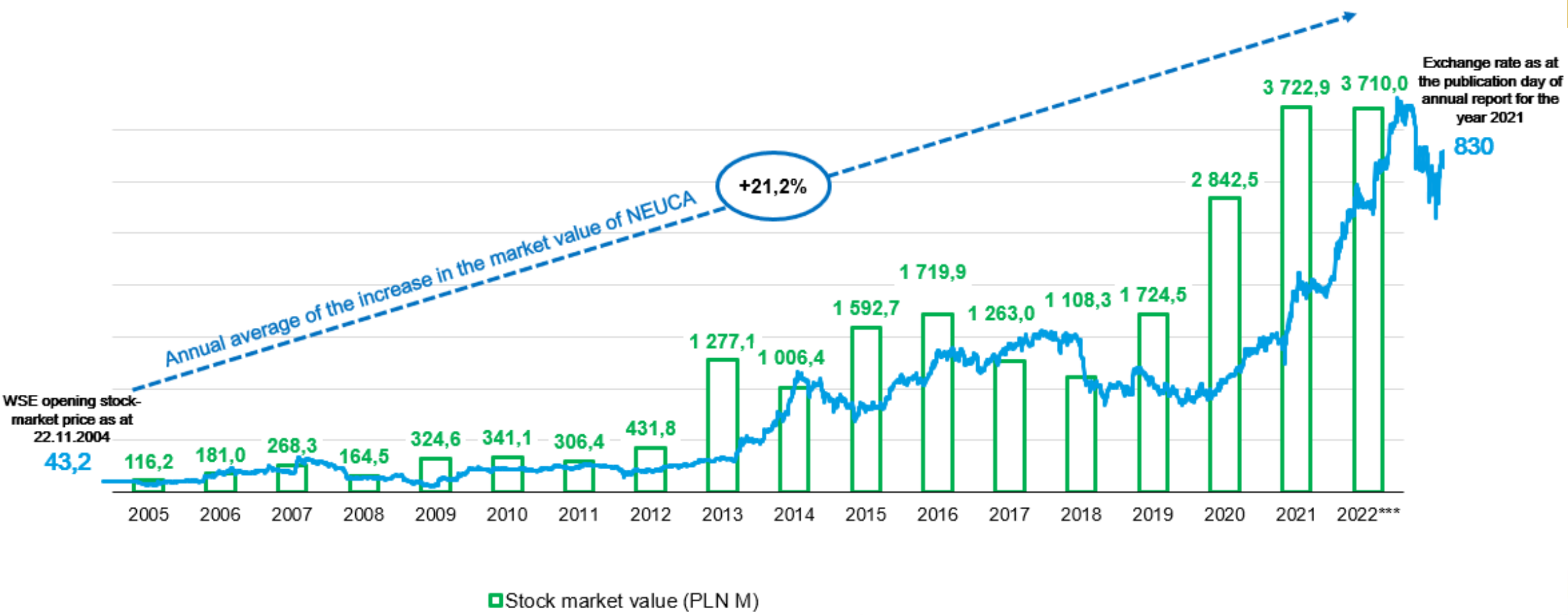
*** CAPITALISATION AS AT 31.03.2022 (PUBLICATION OF ANNUAL REPORT FOR 2021)



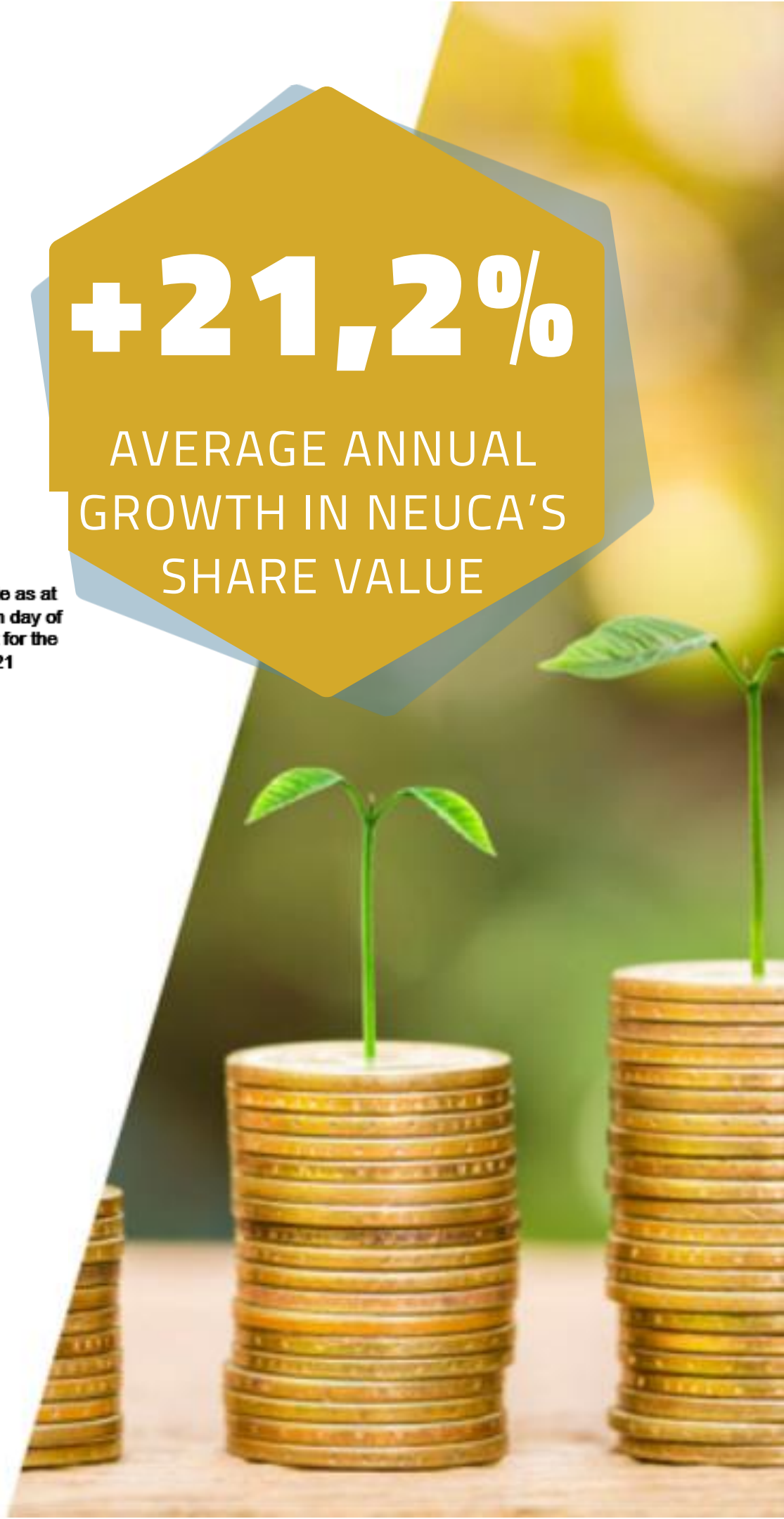
NEUCA on the WARSAW STOCK EXCHANGE

SHARE PRICE* AND STOCK-MARKET PRICE** NEUCA IN THE YEARS 2004-2022

+21,2%
 AVERAGE ANNUAL GROWTH IN NEUCA'S SHARE VALUE



* SHARE PRICE IN THE PERIOD OF 22.11.2004 – 31.03.2022 (PUBLICATION OF THE ANNUAL REPORT FOR THE YEAR 2021)
 ** COMPANY CAPITALISATION AS AT 31 DECEMBER OF EVERY YEAR
 *** CAPITALISATION AS AT 31.03.2022 (PUBLICATION OF ANNUAL REPORT FOR 2021)





PHARMACY WHOLESALE

PHARMACY WHOLESALE

50 MLN

**PACKAGING UNITS
PER MONTH**

PHARMACY WHOLESALE

50 MLN
PACKAGING UNITS
PER MONTH

NEUCA
DELIVERS
EVERY 3RD
DRUG
IN POLAND

MARKET VALUE IN 2021:
33,3 BILLION PLN*

**SOURCE: IQVIA, SELL-IN
DATA*

TRANSPORTATION AND LOGISTICS

FARMADA
TRANSPORT 



TRANSPORTATION AND LOGISTICS

FARMADA
TRANSPORT 



TRANSPORTATION AND LOGISTICS

FARMADA
TRANSPORT 

5

DISTRIBUTION
CENTERS

10

WAREHOUSES

50 
MLN KM

PER YEAR

EQUAL 64X DISTANCE
TO THE MOON AND BACK



UNIQUE STRATEGY

AS THE ONLY BIG
WHOLESALER
**WE DO NOT OWN
ANY PHARMACIES**



UNIQUE STRATEGY

AS THE ONLY BIG
WHOLESALER
WE DO NOT OWN
ANY PHARMACIES

WE SUPPORT
INDEPENDENT
PHARMACISTS
IN COMPETING ON
THE MARKET



UNIQUE STRATEGY

AS THE ONLY BIG
WHOLESALE
WE DO NOT OWN
ANY PHARMACIES

WE SUPPORT
INDEPENDENT
PHARMACISTS
IN COMPETING ON
THE MARKET

WE AIM AT
RESTORING MARKET
BALANCE BETWEEN
PHARMACY
CHAINS AND
INDEPENDENT
PHARMACIES



**THE HIGHEST LEVEL
OF CUSTOMER TRUST
ON THE MARKET**



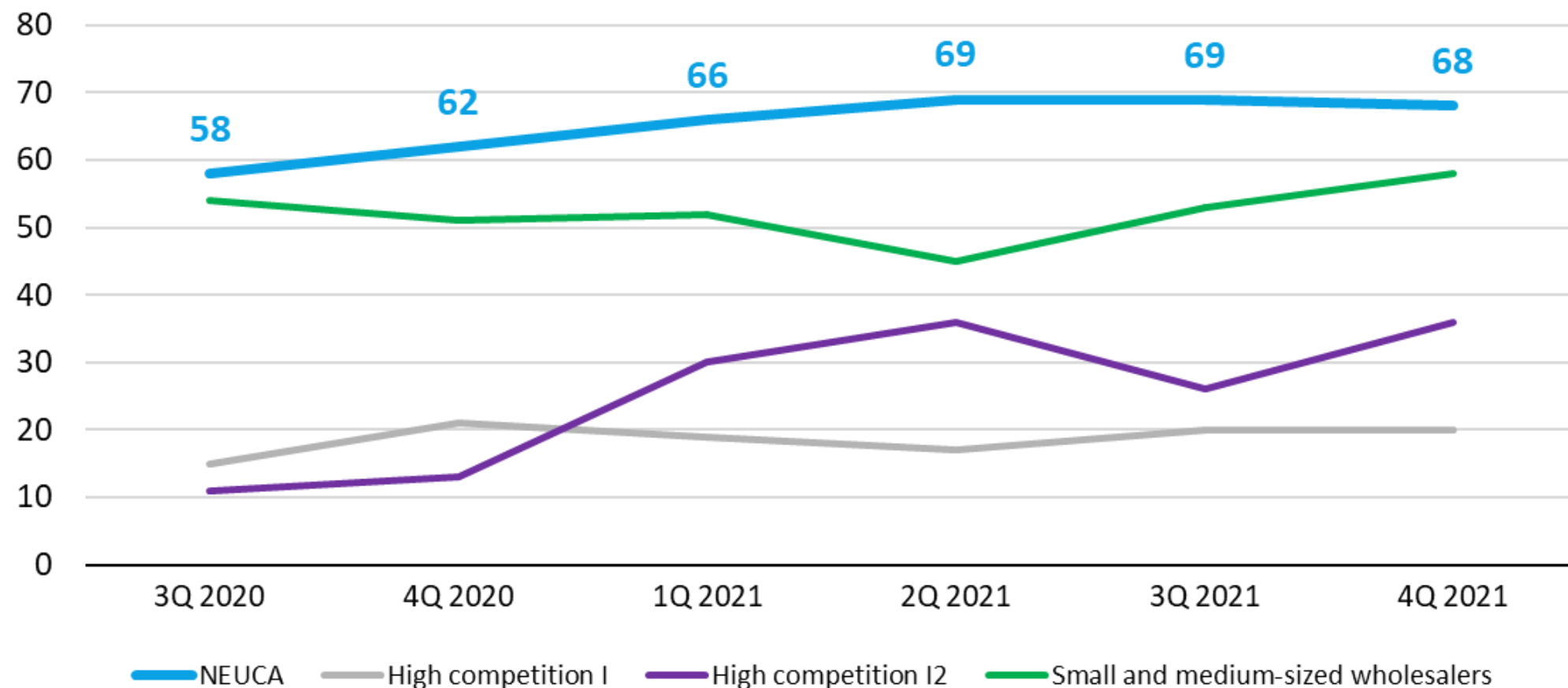
THE HIGHEST LEVEL OF CUSTOMER TRUST ON THE MARKET



THE HIGHEST LEVEL OF CUSTOMER TRUST ON THE MARKET

CUSTOMER NET PROMOTER SCORE: "HOW LIKELY IS IT THAT YOU WOULD RECOMMEND COOPERATION WITH WHOLESALER X TO ANOTHER PHARMACIST?"

NPS:
68
(2021)



BRANDS OF SYNOPTIS PHARMA

WITH SYNOPTIS PHARMA PRODUCTS, WE EXPAND OUR
OFFER FOR INDEPENDENT PHARMACIES, STRENGTHENING
THEIR MARKET POSITION

synoptis[®]
pharma



BRANDS OF SYNOPTIS PHARMA

WITH SYNOPTIS PHARMA PRODUCTS, WE EXPAND OUR
OFFER FOR INDEPENDENT PHARMACIES, STRENGTHENING
THEIR MARKET POSITION

synoptis[®]
pharma

563

**PRODUCTS AT
THE END OF 2021**



BRANDS OF SYNOPTIS PHARMA



WITH SYNOPTIS PHARMA PRODUCTS, WE EXPAND OUR OFFER FOR INDEPENDENT PHARMACIES, STRENGTHENING THEIR MARKET POSITION

OUR PRODUCT PORTFOLIO INCLUDES:



563
PRODUCTS AT
THE END OF 2021



PARTNER PROGRAMS

Partner+ **Partner** **IPRA**

COMPREHENSIVE SUPPORT
WITHOUT LIMITING OWNERSHIP
AND DECISION-MAKING
INDEPENDENCE OF PHARMACISTS



PARTNER PROGRAMS

Partner+ **Partner** **IPRA**

COMPREHENSIVE SUPPORT
WITHOUT LIMITING OWNERSHIP
AND DECISION-MAKING
INDEPENDENCE OF PHARMACISTS

1543

OF PHARMACIES IN
PARTNER AND PARTNER+
PROGRAMMES
IN 2021

1899

PHARMACIES IN
THE PROGRAMME
IPRA IN 2021



PARTNER PROGRAMS

Partner+ **Partner** **IPRA**

COMPREHENSIVE SUPPORT
WITHOUT LIMITING OWNERSHIP
AND DECISION-MAKING
INDEPENDENCE OF PHARMACISTS

1543

OF PHARMACIES IN
PARTNER AND PARTNER+
PROGRAMMES
IN 2021

1899

PHARMACIES IN
THE PROGRAMME
IPRA IN 2021

21,1%

MORE PHARMACIES
COOPERATING
IN THIS MODEL
OVER A YEAR

Apteka

trawienie

witaminy i suplementy



The NEUCA Group is
a Great Place to Work®

**Great
Place
To
Work®**

Certified

MAR 2022 - LUT 2023

POLSKA

TM

The NEUCA Group is
a Great Place to Work®

**Great
Place
To
Work®**

Certified

MAR 2022 - LUT 2023

POLSKA

TM

The NEUCA Group is a Great Place to Work®

IT COVERS
MORE THAN
150 COUNTRIES

THE MOST
PRESTIGIOUS
HR CONTEST

Great
Place
To
Work®

Certified

MAR 2022 - LUT 2023

POLSKA

TM

The NEUCA Group is a Great Place to Work®

IT COVERS
MORE THAN
150 COUNTRIES

NEUCA RANKS
6TH
NEUCA RANKS 6TH IN
THE CATEGORY OF
COMPANIES WITH
500+ EMPLOYEES
IN 2021

THE MOST
PRESTIGIOUS
HR CONTEST

**Great
Place
To
Work®**

Certified
MAR 2022 - LUT 2023
POLSKA TM

The NEUCA Group is a Great Place to Work®

IT COVERS
MORE THAN
150 COUNTRIES

NEUCA RANKS

6TH

NEUCA RANKS 6TH IN
THE CATEGORY OF
COMPANIES WITH
500+ EMPLOYEES
IN 2021

THE MOST
PRESTIGIOUS
HR CONTEST

NEUCA RANKS

36TH

IN THE EUROPEAN
CATEGORY OF LARGE
ORGANISATIONS
IN 2021

**Great
Place
To
Work®**

Certified

MAR 2022 - LUT 2023

POLSKA

TM

PATIENT BUSINESSES

BROAD EXPOSURE TO THE
HEALTHCARE MARKET



PATIENT BUSINESSES

BROAD EXPOSURE TO THE HEALTHCARE MARKET



PRATIA – THE LARGEST INDEPENDENT NETWORK OF CLINICAL TRIALS CENTERS IN EUROPE



PRATIA – THE LARGEST INDEPENDENT NETWORK OF CLINICAL TRIALS CENTERS IN EUROPE

700

CLINICAL
TRIALS



PRATIA – THE LARGEST INDEPENDENT NETWORK OF CLINICAL TRIALS CENTERS IN EUROPE



6 COUNTRIES
90 FACILITIES

700
CLINICAL
TRIALS



PRATIA – THE LARGEST INDEPENDENT NETWORK OF CLINICAL TRIALS CENTERS IN EUROPE



6 COUNTRIES
90 FACILITIES

COMPREHENSIVE
SOFTWARE FOR
CLINICAL TRIALS

700
CLINICAL
TRIALS



PRATIA – THE LARGEST INDEPENDENT NETWORK OF CLINICAL TRIALS CENTERS IN EUROPE



6 COUNTRIES
90 FACILITIES



COMPREHENSIVE
SOFTWARE FOR
CLINICAL TRIALS



CONSULTING, FULL SERVICE
OF PHASE I-IV CLINICAL
TRIALS ON NEW DRUGS
AND MEDICAL DEVICES
IN DIFFERENT
PHARMACEUTICAL AREAS

700
CLINICAL
TRIALS



COMPLEMENTING THE HEALTHCARE ECOSYSTEM IN POLAND



**NEUCA TOOK OVER 50.2% OF STAKES ON 29 SEPTEMBER 2021*



COMPLEMENTING THE HEALTHCARE ECOSYSTEM IN POLAND



THE ONLY
INSURANCE COMPANY
ON THE MARKET
SPECIALIZING
EXCLUSIVELY
IN HEALTH



COMPLEMENTING THE HEALTHCARE ECOSYSTEM IN POLAND



THE ONLY
INSURANCE
COMPANY ON THE
MARKET
SPECIALIZING
EXCLUSIVELY
IN HEALTH

HEALTH INSURANCE
PLANS, HEALTH
PROGRAMS AND
OCCUPATIONAL MEDICINE
SERVICES FOR MORE
THAN 700 COMPANIES
THROUGHOUT POLAND



PROVIDING THE PATIENTS WITH EFFICIENT ORGANISATION AND ACCESS TO MEDICAL SERVICES



PROVIDING THE PATIENTS WITH EFFICIENT ORGANISATION AND ACCESS TO MEDICAL SERVICES



ENSURING ACCESS
TO THE FULL
SCOPE OF
HEALTH SERVICES

ACCESS TO WIDE
RANGE OF
MEDICAL UNITS



E-COMMERCE

ortopedyo.pl

REHABILITATION AND
ORTHOPAEDIC STORE

ORTHOPAEDIC
CONSULTANCY

apteline.pl

PLATFORM FOR
ORDERING MEDICINE,
MEDICINAL PRODUCTS,
SUPPLEMENTS
AND COSMETICS



HeyDoc

BLIŻEJ ZDROWIA

PLATFORM
FOR PATIENTS
KNOWLEDGE BASE





**THE ROAD
TO GOODWILL**

THE ROAD TO GOODWILL

**CUSTOMER
SATISFACTION**

WE ARE A LEADER OF
SATISFACTION IN
INDEPENDENT SURVEYS:
MONITOR APTECZNY



THE ROAD TO GOODWILL


CUSTOMER SATISFACTION

WE ARE A LEADER OF SATISFACTION IN INDEPENDENT SURVEYS: MONITOR APTECZNY



INCREASING TRUST

SYSTEMATIC INCREASE IN THE REFERRAL RATE AND NPS (NET PROMOTER SCORE)



THE ROAD TO GOODWILL


CUSTOMER SATISFACTION

WE ARE A LEADER OF SATISFACTION IN INDEPENDENT SURVEYS: MONITOR APTECZNY



INCREASING TRUST

SYSTEMATIC INCREASE IN THE REFERRAL RATE AND NPS (NET PROMOTER SCORE)



USING OUR SUPPORT

INCREASE IN THE NUMBER OF PHARMACIES PARTICIPATING IN PARTNER PROGRAMS



THE ROAD TO GOODWILL


CUSTOMER SATISFACTION

WE ARE A LEADER OF SATISFACTION IN INDEPENDENT SURVEYS: MONITOR APTECZNY



INCREASING TRUST

SYSTEMATIC INCREASE IN THE REFERRAL RATE AND NPS (NET PROMOTER SCORE)



USING OUR SUPPORT

INCREASE IN THE NUMBER OF PHARMACIES PARTICIPATING IN PARTNER PROGRAMS



IMPROVING FINANCIAL RESULTS

CONSOLIDATED NET PROFIT



THE ROAD TO GOODWILL


CUSTOMER SATISFACTION

WE ARE A LEADER OF SATISFACTION IN INDEPENDENT SURVEYS: MONITOR APTECZNY



INCREASING TRUST

SYSTEMATIC INCREASE IN THE REFERRAL RATE AND NPS (NET PROMOTER SCORE)



USING OUR SUPPORT

INCREASE IN THE NUMBER OF PHARMACIES PARTICIPATING IN PARTNER PROGRAMS




INCREASE IN COMMITMENT

GROWING MARKET SHARE



IMPROVING FINANCIAL RESULTS

CONSOLIDATED NET PROFIT



THE ROAD TO GOODWILL


CUSTOMER SATISFACTION

WE ARE A LEADER OF SATISFACTION IN INDEPENDENT SURVEYS: MONITOR APTECZNY



INCREASING TRUST

SYSTEMATIC INCREASE IN THE REFERRAL RATE AND NPS (NET PROMOTER SCORE)




USING OUR SUPPORT

INCREASE IN THE NUMBER OF PHARMACIES PARTICIPATING IN PARTNER PROGRAMS



IMPROVING FINANCIAL RESULTS

CONSOLIDATED NET PROFIT



INCREASE IN COMMITMENT

GROWING MARKET SHARE



PATIENT SYNERGIES/BUSINESSES IMPROVE
all elements

RESPONSIBLE BUSINESS IN NEUCA GROUP

Responsibility GEN

is an integral part of

NEUCA DNA CODE



Examine our approach to

[responsible business](#)

How should we interpret responsible business at NEUCA Group?

We conduct business taking into consideration social interest, caring for the natural environment, relations with employees and the broadly understood company environment.

We do not stop at the expected business effect, but we seek for the possibility of obtaining additional effects for the society and the environment.

NEUCA NON-FINANCIAL REPORT 2021

2021 NEUCA S.A. AND NEUCA GROUP REPORT
ON NON-FINANCIAL INFORMATION

