



MISSIONPHARMA
cfaogroup.com

On a mission
for better health

Missionpharma

Company profile 2023

WE SUPPORT



Locations

HEADQUARTERS

Missionpharma A/S
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www.missionpharma.com
CVR no.: 26 90 23 98



OUR PURPOSE

On a mission for better health

We believe that access to safe and affordable healthcare is a human right. Since 1975 we have contributed to improving global health by supplying quality medicines and medical devices to people all over the world.

Missionpharma is driven by our purpose of improving global access to safe and affordable healthcare. Since 1975 we have delivered healthcare products that positively impact the lives of millions of people around the world.

With a dedicated team of 150 employees in five locations on three continents, we work closely to empower people and create long-term positive change. Our people are the very core of our organisation, and they are the real reason why our strong culture stands after almost five decades in the global healthcare industry.



We strongly believe that our purpose drives our performance and that we are better equipped to positively impact society by making sure that our employees can identify with our purpose every day.

Underlying our purpose are our long-held values, which we continue to commit to and ensure continued relevance of in the context of a changing world.

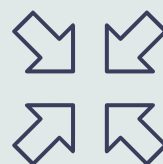
We look forward to making our commitments come to life together with our employees and partners.

OUR VALUES



We care

We care about people. We take responsibility and treat each other and the world around us with respect.



We deliver impact

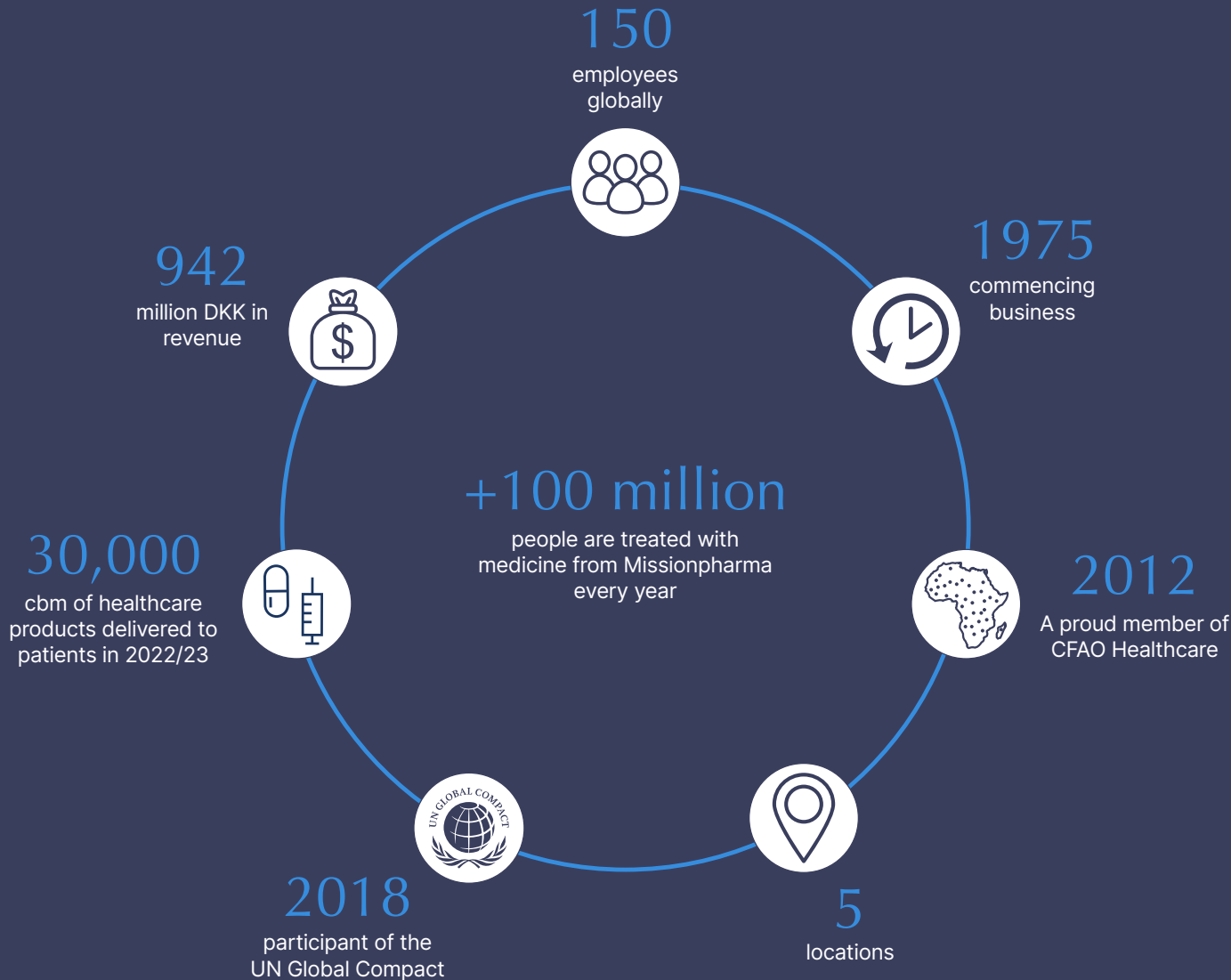
We are dedicated to making a difference. We work relentlessly to deliver solutions with impact.



We are one

We succeed by working together as one – a diverse team of specialists. We are the sum of our collective expertise.

Facts & figures



VALUE PROPOSITIONS

We provide access

We work to provide access to healthcare for everyone. Whoever you are, wherever you are, you have the right to safe treatment. For nearly five decades we have reached people all around the globe with our products — through public and private institutions, international development aid organisations and the United Nations. We are experts in providing access to healthcare everywhere.

We make complexity easy

We develop simple solutions to complex challenges. We understand our customers' needs and organise efficient solutions that make an impact. We take pride in managing the entire supply chain - from sourcing and procurement of the right product at the right price, through comprehensive quality assurance and kit packing to delivery at the final destination.

We stand for transparency and reliability

We know that vulnerable communities rely on our supplies and services. That's why we pay meticulous attention to ensuring safety, transparency and reliability in our supply chain. We do what we say and say what we do. We are proud participants of the UN Global Compact and we are grateful to be trusted by customers, authorities, and partners.

We create positive change together

We have long standing working relationships with customers and partners. By working closely as a team, we empower people and create long-term impact. In our view, every project is a chance to grow the communities we work in. Together, we are on a mission for better health.

About us

Missionpharma is a global supplier of generic pharmaceuticals, medical devices, hospital equipment, and medical kits to public and private institutions, international development organisations, and UN entities.

Being a private company with a global reach and a long history of delivering healthcare products, we are committed to positively impacting the lives of millions of people around the world.

For nearly five decades, we have supported people with our products and our services. As one of the world's largest pharmaceutical wholesalers, we work to provide access to safe and affordable healthcare for everyone.

In addition to 60 employees at our Danish headquarters in Lyngbe, we employ 90 people in our offices in India, China, and Zambia, and we have a comprehensive network of local representatives in over 30 countries worldwide.

We offer a fully integrated logistics setup that includes GDP-certified pharmaceutical warehousing and complete kit packing facilities in India and Denmark. Products are primarily sourced and procured from manufacturers based in Europe and Asia and supplied to customers outside the EU; mostly in Africa and Asia.

WE CREATE POSITIVE CHANGE TOGETHER

We fundamentally believe that access to safe and affordable treatment should be a human right. In a constantly changing world, we possess the agility to work with both long-term procurement programmes and emergency deliveries of medical supplies.

By delivering solutions with a long-term positive impact, we grow the communities we work in – and we grow Missionpharma. We focus on continuously improving our services and at the same time developing new business areas through focused strategic initiatives. We are motivated by creating value to all our stakeholders, but our core focus is to provide safe medicines to vulnerable communities all over the world. Together, we are on a mission for better health.

WE MAKE COMPLEXITY EASY

We develop simple solutions to complex challenges. We understand our customers' needs and organise efficient solutions that make an impact. We take pride in managing the entire supply chain, from sourcing and procurement of the right product at the right price, through comprehensive quality assurance and kit packing, to delivery at the final destination.

OUR PRODUCTS



Generic pharmaceuticals



Medical devices



Hospital equipment



Medical kits

MEMBER OF CFAO HEALTHCARE

Missionpharma is a proud member of CFAO Healthcare – the healthcare division of CFAO Group; a multinational distributor of brands, particularly within mobility, healthcare, consumer goods and infrastructure, and ultimately owned by Japanese Toyota Tsusho Corporation (TTC).

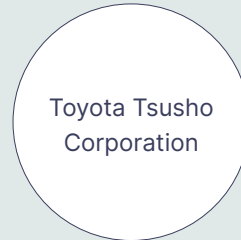
CFAO Healthcare is one of the leading distributors of branded-originator pharmaceuticals to the private market in Africa. Our partnership empowers us to further develop and strengthen our operations and improve our ability to contribute to better health on a global scale.

▶▶ Read more about us at www.missionpharma.com



Our Group structure

Toyota Tsusho Corporation (TTC) is the trading arm of the Toyota Group and a specialist within the automotive, machinery, energy, chemicals and food industries in both domestic and overseas markets.



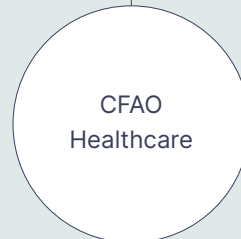
EMPLOYEES: 65,000
ANNUAL TURNOVER: EUR 53 billion
OPERATIONAL REACH: More than 1,000 group companies in 120 countries around the world

CFAO Group is a multinational distributor of brands, particularly within mobility, healthcare, consumer goods and infrastructure. The Group has a strong presence on the African continent.



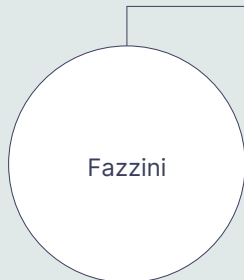
EMPLOYEES: 21,000
ANNUAL TURNOVER: EUR 7.9 billion
OPERATIONAL REACH: 158 operating offices in 39 countries in Africa and 9 French overseas territories

CFAO Healthcare is the healthcare division of CFAO Group and a leading distributor of branded-originator pharmaceuticals to the private market in primarily Africa.



EMPLOYEES: 3,600
ANNUAL TURNOVER: EUR 1.9 billion
OPERATIONAL REACH: 40 operating subsidiaries in 28 countries in Africa and 7 French overseas territories

Fazzini is an international leading supplier of hospital furniture and medical equipment, producing and distributing medical and electro-medical devices all over the world.



EMPLOYEES: 30
ANNUAL TURNOVER: EUR 28 million
OPERATIONAL REACH: Distribution of hospital equipment in over 80 countries worldwide



EMPLOYEES: 150
ANNUAL TURNOVER: EUR 125 million
OPERATIONAL REACH: Subsidiaries in India, China and Zambia and local representatives in 30 countries

For further information, please visit:

- Missionpharma: missionpharma.com
- CFAO Healthcare: cfaogroup.com/en/healthcare-en/
- CFAO Group: cfaogroup.com
- TTC: toyota-tsusho.com
- Fazzini: fazzini.it

View a complete group chart on Missionpharma's website at missionpharma.com/about/#global-organisation

About our business

We are founded on a strong desire to increase global access to safe and affordable healthcare and to integrate environmental and social responsibility in the way we act as a company.

BUSINESS MODEL

Our business model, our strategic focus, our organisation and the values upon which we perform our business form a solid foundation for living our purpose, achieving our long-term targets and creating shared value for all our stakeholders. At the same time, our business activities are targeted towards creating a platform for sustainable growth.

With operations and supply chains extending around the world, we need to understand the conditions in locations far from our headquarters. Missionpharma specialises in developing products and projects in collaboration with customers and local partners. Our solutions are based on knowledge, experience, commitment and hard work. They are always developed with respect for and in close dialogue with our partners.

BUSINESS APPROACH

Our proven ability to handle complex supply projects ensures reliable delivery to the final destination, even to the most remote clinics or health posts. Handling product sourcing with multiple manufacturers and performing sufficient quality assurance and quality control can be substantial tasks. Missionpharma specialises in managing the entire range of activities involved in a project. We always seek to offer simple solutions to complex challenges - with respect for the people and the societies we engage with.

Our in-depth understanding of customer needs and operating environments enable us to market and sell impactful solutions. We focus on continuously improving our market position in relation to customers, markets and products, while at the same time optimising contract execution and simultaneously developing new business areas through strategic initiatives.

CREATING SHARED VALUE

Missionpharma focuses on creating value for all interested parties, including:

- Customers and patients in our markets by securing availability of essential healthcare products at affordable prices with consistent high quality.
- Addressing societal challenges by actively contributing to the UN Global Compact's Ten Principles for human rights, labour, environment, and anti-corruption.
- Securing our shareholders a competitive total return on investment.
- Providing a safe and healthy work environment for our employees and fostering an inclusive and diverse culture where people can grow and develop.



Our business model

Our business model forms the framework for how we use our resources to create social, environmental and economic value to the people and societies we engage with.

OUR RESOURCES



VALUE CREATED



Patients

We believe that access to safe treatment is a human right. Every year, we supply life-saving medicine to more than 100 million people worldwide.



Partners and stakeholders

We rely on constructive relationships with our partners to deliver efficient solutions with impact. Always based on respect and sustainability considerations.



Our people

Our employees are among our most important asset. With 17 different nationalities represented globally, we foster an inclusive and diverse culture, where people can grow and develop.



Society

We take active part in empowering communities by developing simple solutions to complex challenges - with respect for the people and the societies we engage with.



Shareholders

Our revenue comes from sales of life-saving medical supplies. Focusing on long-term shareholder returns allows us to invest in sustainable solutions.

Our sustainability framework

Missionpharma's most important positive impact on society lies in our contribution to providing access to safe and affordable healthcare, thereby improving quality of life for millions of people worldwide.

INFLUENCING GLOBAL HEALTH

As a global business with activities in numerous countries worldwide, we not only have an opportunity – but also an obligation – to address, influence, support and change global healthcare issues.

Our leading market position and many activities around the world allow us to impact many people's lives, whether they are patients, partners, customers or employees. Positively impacting access to quality healthcare worldwide - directly or indirectly - is the core goal of our company. It's why we do what we do.

According to the WHO, about one-third of people across the world lack access to essential healthcare and estimated 1 in 10 medical products in low- and middle-income countries is substandard or falsified.

Since 1975 Missionpharma has worked to provide access to safe treatment for everyone through dedicated focus on quality, safety and reliability of our products and services, while still acting responsibly in all parts of our business and relations.

WE CREATE SHARED VALUE

We are determined to create economic, environmental and social value for the people and communities we engage with. Our sustainability commitment is founded on this triple bottom line approach which ensures that business decisions balance all three areas, while always keeping in mind the best interests of our stakeholders.

As a participant of the UN Global Compact we conduct our business activities with respect for the Ten Principles for human rights, labour, environment and anti-corruption and the relevant UN Sustainable Development Goals.

We also work actively to identify, prevent and mitigate any adverse impacts and risks associated with our sustainability commitments.

COMMITMENT TO CONTINUED SUPPORT

Sustainability is not new to us. It has been almost five years since we became a participant of the UN Global Compact but even long before our active engagement, acting responsibly while continuously focusing on creating a positive impact on society has been an integrated part of our work and deeply rooted in our company culture.

We will continue to support and make progress on the Ten Principles and further to contribute to the Sustainable Development Goals (SDGs) by taking them into account when planning and reporting on our work.



Our sustainability commitments

Corporate responsibility is deeply rooted in our culture and in the way we work. Missionpharma has defined four sustainability commitments which guide us in acting responsibly in all parts of our business and in our relations with our surroundings.

CORPORATE RESPONSIBILITY

We know that responsible business conduct provides sustainable and long-term business results and that responsibility is a prerequisite for retaining the trust and confidence of our customers, partners and employees.

The backbone of our sustainability work is shaped by the Ten Principles of the UN Global Compact within human rights, labour, environment and anti-corruption. Missionpharma has defined four sustainability commitments – in line with the four focus areas of the UN Global Compact – which we adhere to and seek to continuously develop and integrate further into our global organisation.

Our commitment to enable better health in a challenged world through partnership and focused efforts remains strong. Together, we want to work towards a more responsible supply chain and we want to make sure that our collaborations add value to local economies.

UN SUSTAINABLE DEVELOPMENT GOALS (SDGS)

The UN Sustainable Development Goals represent a framework of international priority areas as part of the 2030 Sustainable Development agenda.

The 17 Sustainable Development Goals (SDGs) include 169 targets and are the world's plan to build a better world for people and our planet by 2030.

Businesses are not required to work with all 17 goals, but to address the goals that make sense in their business area, as this is where they can make a real difference.

OUR FOUR SUSTAINABILITY COMMITMENTS

HUMAN RIGHTS



We improve global health

by making safe healthcare affordable.

LABOUR



We empower people

by fostering an inclusive and diverse culture where people can grow and develop.

ENVIRONMENT



We reduce our environmental footprint

by striving to integrate environmental responsibility into all our activities.

ANTI-CORRUPTION



We stand for integrity

by aiming for the highest ethical standards in our business practices.

Sustainable Development Goals (SDGs)

Missionpharma is committed to contributing to the SDGs as they inspire our strategies and targets and constitute important elements towards strengthening our corporate sustainability. Therefore, we have incorporated universal principles of responsibility and sustainability into our core operations and across our value chain.

SDG FOCUS

Missionpharma has been a participant of the UN Global Compact since 2018 and it is a natural consequence of our commitment to the Ten Principles to engage with the Sustainable Development Goals (SDGs). The goals are closely interlinked with our sustainability commitments for human rights, labour, environment and anti-corruption.

Looking across the SDGs and underlying targets, Missionpharma touches, directly or indirectly, many of the goals. We have chosen to target our efforts towards specifically the UN Sustainable Development Goals no. 3, 8 and 13 and the relevant sub-targets.



Goal 3, Good health and well-being, is by far the goal, where Missionpharma has the best ability to significantly contribute to large-scale positive transformations, as this target directly relates to our focused efforts to improve access to safe and affordable healthcare globally. In addition to Goal 3, we contribute particularly to Goal 8, Decent work and Economic growth and Goal 13, Climate action.



SDG 3: GOOD HEALTH AND WELL-BEING

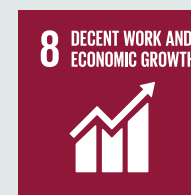
Ensure healthy lives and promote well-being for all at all ages.

In particular, Missionpharma focuses on contributing to the following sub-targets:

- 3.1: Reduce the global maternal mortality ratio
- 3.2: End preventable deaths of newborns and children
- 3.3: End the epidemics of AIDS, tuberculosis, malaria
- 3.4: Reduce premature mortality from non-communicable diseases
- 3.7: Ensure access to sexual and reproductive health care services
- 3.8: Achieve universal health coverage

OUR CONTRIBUTION TO GOAL 3

Our activities reach further than supplying healthcare products; we organise dedicated initiatives to improve maternal and child health and reduce the maternal mortality ratio, we supply products to combat HIV, TB and malaria epidemics, we provide products to prevent and treat non-communicable diseases (NCDs), we offer solutions to address family planning issues and we improve access to universal health coverage through providing access to quality medicine and vaccines.



SDG 8: DECENT WORK AND ECONOMIC GROWTH

Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all.

OUR CONTRIBUTION TO GOAL 8

Both permanent and casual employees count as a vital resource in our organisation. We do our best to protect the well-being of our employees by providing a safe and healthy work environment and fostering an inclusive culture where people can grow and develop.



SDG 13: CLIMATE ACTION

Take urgent action to combat climate change and its impacts.

OUR CONTRIBUTION TO GOAL 13

With climate changes being among the world's biggest challenges we have an obligation to continuously improve our environmental performance and to define concrete goals to reduce our environmental footprint every year. We also aim to monitor and influence the environmental performance of our partners around the world.