

Blue like an Orange Sustainable Capital Fund announces a BRL72 million financing to InvestFarma to broaden access to affordable pharmacy products and services in Brazil.

- *Financing provided by Blue like an Orange Sustainable Capital aims to support InvestFarma's pharmacy operations within middle to lower income regions of the São Paulo state.*
- *The transaction will allow the Company to accelerate its expansion plan, by increasing the number of stores and expanding its product mix.*
- *Funding will contribute to the achievement of several United Nations Sustainable Development Goals, most importantly SDG 3: Ensure healthy lives and promote well-being for all at all ages.*

23 February 2022

Blue like an Orange Sustainable Capital has closed a mezzanine financing to InvestFarma ("Company"), one of the largest pharmaceutical retail chains in Brazil focused on the middle to lower income population. Founded in 2018 by Stratus, a Brazilian private equity firm, the Company has pursued a consolidation strategy through the acquisition of small and medium-sized pharmacy chains in the state of São Paulo. As of 2021, the Company had 95 drugstores under the brands of Poupafarma, Drogaria Marcelo, and Drogaria Estação, 2 distribution centers, and Farmadelivery, the 6th largest pharma e-commerce platform of the country.

InvestFarma's business model is based on a "value for money" and "value for time" approach, which includes a broad offering of generics, discounted branded drugs, a loyalty program, affordable personal care lines, and basic consumer products. The stores are located closer to residential or high traffic pedestrian areas, which provide easy access for those commuting to work or in neighborhoods with limited services nearby, besides creating opportunities for local employment and development. Given the Company's multichannel sales strategy, customers can order at the store, online or by phone, pickup in person or opt for home delivery at their convenience in a simple and fast manner.

"InvestFarma provides healthcare products and services where and how it is needed with a positive impact on local employment and development. We are very pleased with this new investment and look forward to working together with Stratus in the next phase of the company", mentioned Cristina Penteado, Managing Director and Head of Brazil of Blue like an Orange Sustainable Capital.

The majority of InvestFarma's stores are part of *Farmácia Popular*, a federal program that aims to increase access to essential medicines at lower prices to the Brazilian population. Additionally, InvestFarma offers basic health services at the stores, such as vaccination, blood pressure measurement, health guide orientation, capillary blood glucose testing, and, more recently, COVID-19 testing, playing an important role during the pandemic, especially in areas with limited supply of tests for the local population.

"The financing from Blue like an Orange is an important milestone for the development of InvestFarma's platform, providing solid ground for the launch of a second phase, which will be focused on efficiency to serve a broad universe of clients", commented Guilherme Marto, InvestFarma's chairman.

With the financing, InvestFarma aims to continue growing its pharmacy operations by increasing its store footprint, enhancing its e-commerce sales, expanding its product mix, and offering quality affordable drugs, generics and branded, personal care items and basic health care services.

The expected development outcome supports several United Nations Sustainable Development Goals, including but not limited to SDG 3 (Ensure healthy lives and promote well-being for all at all ages) and SDG 1 (End poverty in all its forms everywhere).

About Blue like an Orange Sustainable Capital

Blue like an Orange Sustainable Capital finances companies and projects that offer both strong risk-adjusted returns and positive social impact in support of the United Nations Sustainable Development Goals. Blue like an Orange Sustainable Capital focuses primarily on financing sustainable infrastructure, technology services, social infrastructure, agriculture, and financial inclusion. The Company strives to foster inclusive and sustainable growth while providing market-based financial returns. The Managing Partners are Bertrand Badré, Rashad Kaldany and Emmanuelle Yannakis.

For more information: <https://bluelikeanorangecapital.com/>

About InvestFarma

InvestFarma was established in 2018 as a consolidation platform in the pharmaceutical retail sector focused on the middle to lower income population in Brazil. In addition to organic growth, the Company has completed the acquisitions of Poupafarma (2018), Drogaria Estação (2019), Drogaria Marcelo (2019), and the online operation Farmadelivery (2020). InvestFarma uses modern management tools and technology to foster integration and development of its sales channels, which are based on health and well-being needs while allowing its customer to save time and money.

For more information: <https://stratusbr.com/investida/investfarma>

About Stratus

Stratus Group is an independent private equity fund manager focused on investments in middle-market companies. With more than 15 years of investments in the middle-market space, Stratus has successfully applied its strategy to partner with shareholders and management teams of companies with high growth potential. With a fund series called Stratus Capital Partners (SCP I, II, and III), the group has managed private capital investments from leading institutions from the United States, Europe, and Latin America

For more information: <https://stratusbr.com>

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