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# We are Suplax

An outsourcing industry for supplements, nutraceuticals, and healthy food with a 22,000m<sup>2</sup> factory structure, its own laboratory, and operating within the regulatory standards of the pharmaceutical and food sectors.





# Our Values



## Efficiency

Doing it right, the right way, using resources correctly.



## Transparency

Clear and constructive relationships, valuing trust and respect.



## Quality

Every detail is crucial and tested to perfection.



## Pro-active

Tell us what you need, we're ready to go together.





# Mission & Vision



## Mission

To be the main partner of entrepreneurs in the supplements, nutraceuticals, and healthy food sector, delivering products of the highest quality so that they can succeed in developing their goals of maintaining business a fail operation.



## Vision

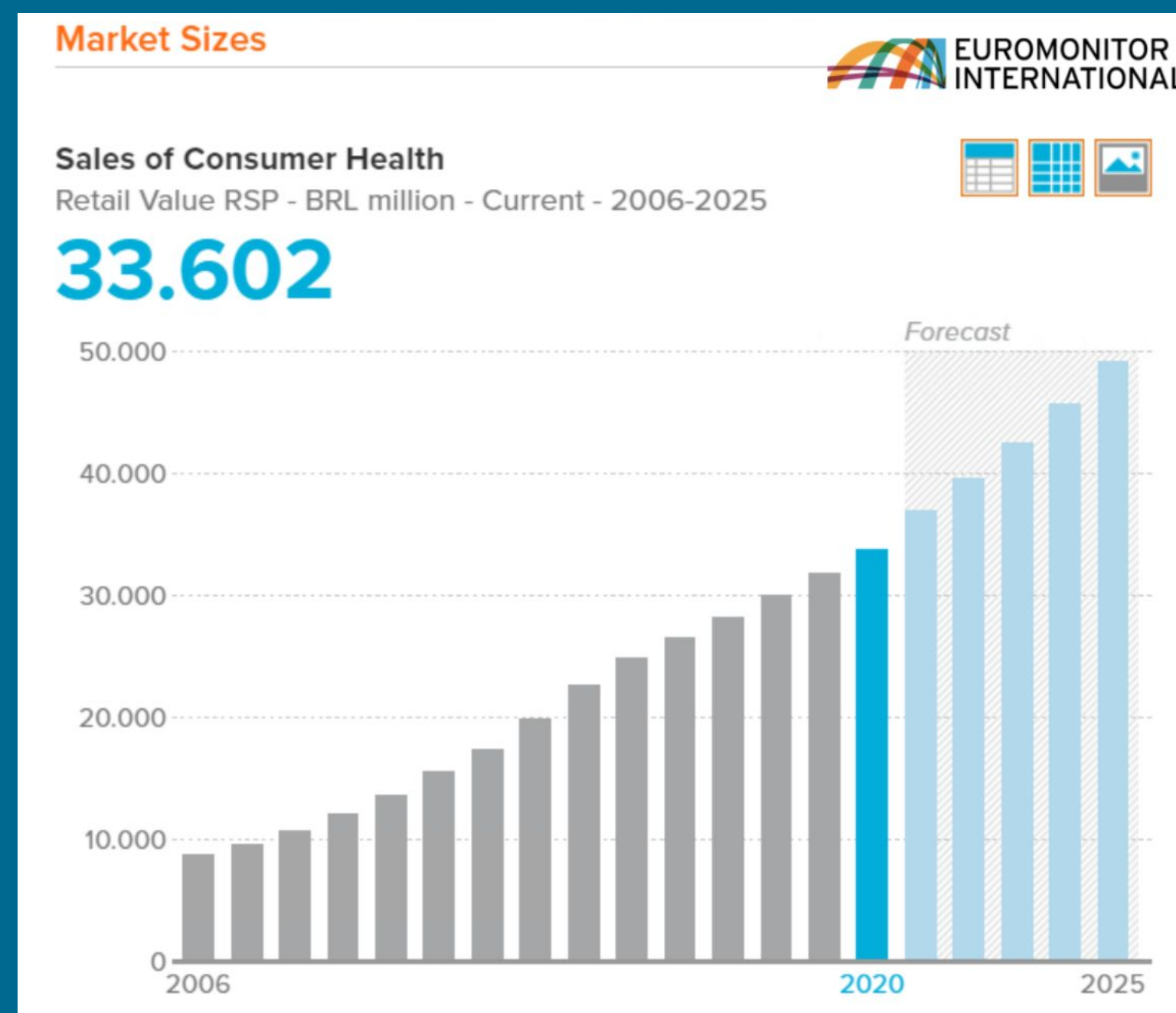
To be the largest supplier of supplements in Latin America by 2025.





# The numbers from the market

(Consumer Health)



According to Euromonitor, the Consumer Health market earned BRL 33.6 billion in 2020.





# The numbers from the market

(Vitamins and Dietary Supplements)

Within the Consumer Health market, the Vitamins and Dietary Supplements segment moved BRL 8.8 billion in 2020, 26% of the total.



From 2019 to 2020, the segment grew 26.5%.

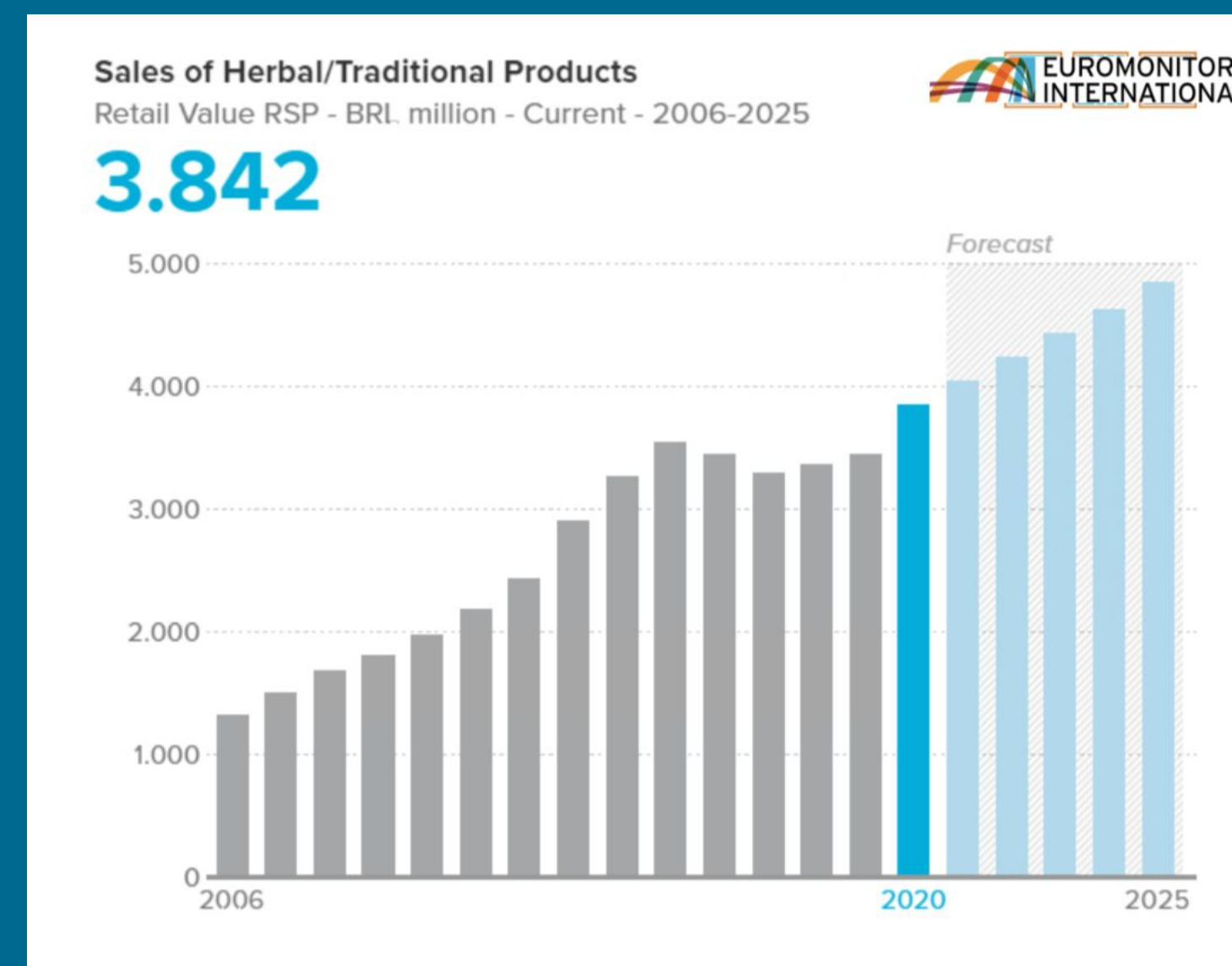




# The numbers from the market

(Herbal  
Products)

Brands that manufacture  
products from herbal  
and natural ingredients,  
aimed at specific needs.



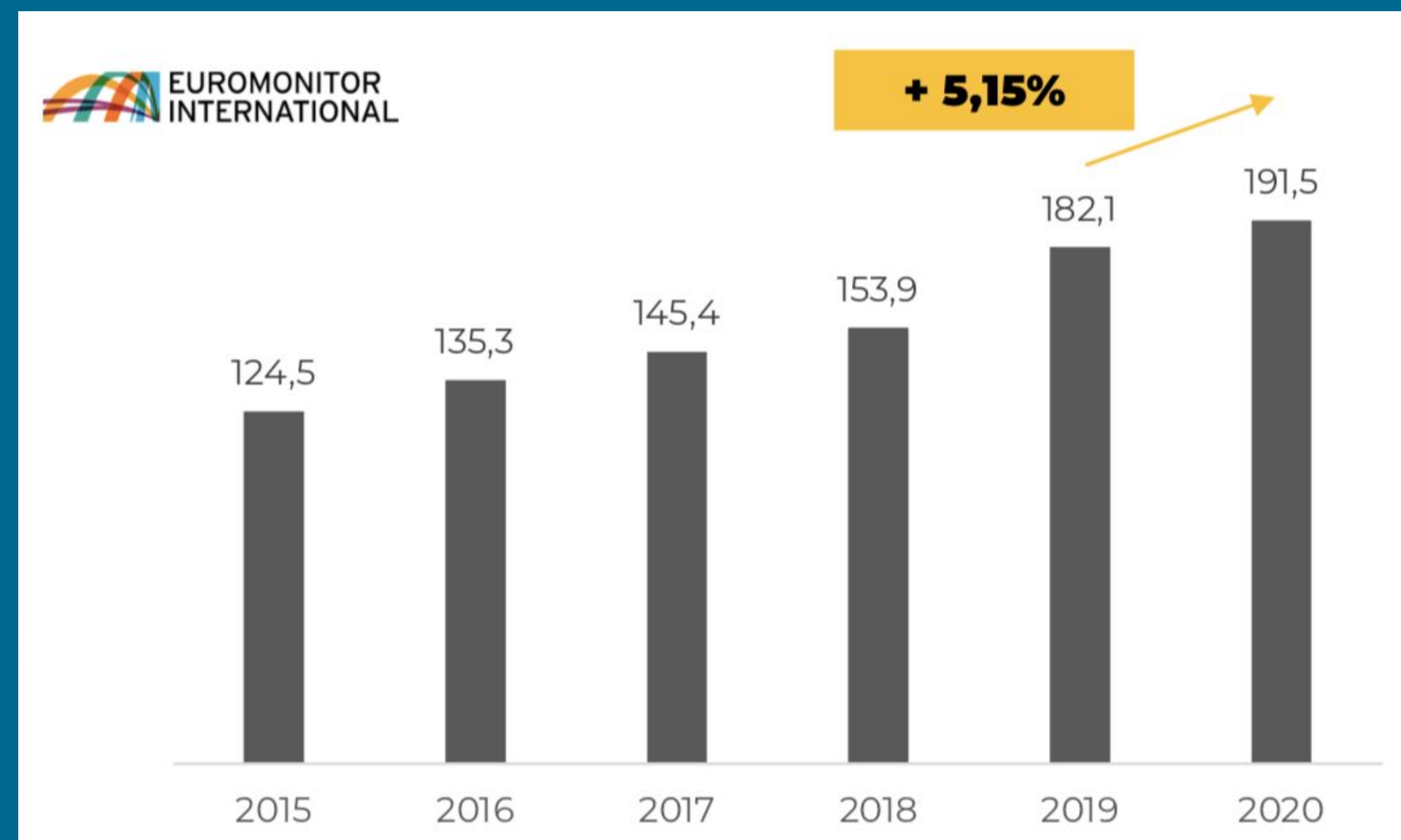
BRL 3.8 billion in  
revenue in 2020,  
according to  
Euromonitor.





# The numbers from the market

(Organic Packaged Food)



The segment generated BRL 191.5 million in 2020, growing 5.15% over the previous year.





# Channels of Distribution

(Consumer Health)

Pharmacies and drugstores lead as the main sales channels – 83.9%



89,879

Pharmacies  
and  
Commercial  
Drugstores

10,841

Supplement  
stores and  
Natural  
products



454

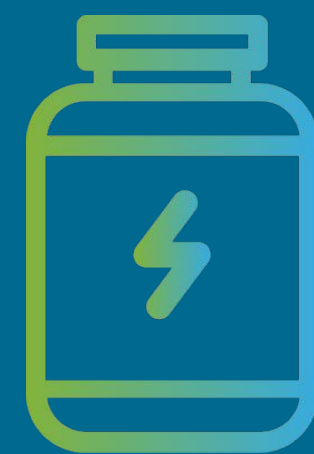
Pharmaceutical  
industries





# Behavior of consumers

Research carried out in 2019 by Kantar Ibope  
Media, using the TGI tool.



**14,2 million**

of people assumed to  
consume vitamins or  
supplements in the last 12  
months.



**19,7 million**

it pays to pay more for  
organic food.



**3,5 million**

completely follow a  
vegetarian diet.

Praças pesquisadas: Brasília, Belo Horizonte, Curitiba, Fortaleza, Goiânia, Porto Alegre, Recife, Rio de Janeiro, Salvador, São Paulo, Baixada Santista, Interior de São Paulo e Interior do Sul/Sudeste.  
Amostra: 23.808 pessoas.



# The challenge for entrepreneurs



Investing in the infrastructure of healthy supplements, nutraceuticals, and adequate food, specialized labor, in addition to meeting bureaucratic production and regulatory standards.

A scenario that creates difficulties for those who wish to undertake within this very heated and highly competitive sector.





# The alternatives in the market

National entrepreneurs  
and international brands  
have two alternatives to  
work in the sector:



Build your own infrastructure, which  
requires time and large investments.



Opt for outsourcing in factories of  
other brands. In this case, as they  
have access to the formula, there is  
a risk of plagiarism.



# The solution Suplax



Our mission is only fulfilled when our customers' products reach high quality and are sales success.

Here at Suplax, we take care of everything: from infrastructure and product development to operation, so that our partner client can direct their energy and resources to the management of sales and their business.





# Who is looking for our services



## New businesses

Entrepreneurs who want to invest in the sector, but do not have the necessary financial and intellectual capital.

Shopkeepers that already have a distribution structure and the trust of end consumers also fit into this scenario.



## Existing brands

Will produce in outsourcers that have their brands and are dissatisfied with the low quality, high costs and deadlines.

In addition, the conflict of interest compromises the main asset of brands: the exclusivity of their formulations.



## Multinationals

Companies that do not want to deal with the complications linked to the sector's legislation and the risks of creating an industrial operation in the country, obligations that divert them from their main activities: distribution and sales.





# Advantages of choosing Suplax



1. Deep knowledge of the Brazilian scenario
2. Know-how in the development of brands and products
3. Own laboratory
4. Dedicated infrastructure and management
5. Experience with legislation
6. An excellent relationship with suppliers
7. Broad domain of the production chain
8. State-of-the-art machinery and skilled labor



# An industry from the future

The use of new technologies in Industry 4.0 promises to bring great advances:

- Smartfactory
- Internet of Things
- Industrial Internet

Result: lower costs, more precision, and safety with higher quality.





# We are ready to assist



**Infraestrutura**



**Desenvolvimento**



**Tecnologia**



**Negócios**

- Suplax is the ideal choice for new projects and existing national and international brands, which can:
- Complete infrastructure with a 22,000m<sup>2</sup> patio
- Own laboratory with state-of-the-art technology
- Licensing and regularization of products







# Suplax Projects



Ultrafarma is the great leader in pharmaceutical e-commerce in Brazil, with more than 1 million active customers and more than 15 thousand products available for sale through e-commerce.



Votorantim is a permanently capitalized long-term investment holding company with several economic sectors and operations in 9 countries.



# Cases 100% Developed by Suplax



GRUPO  
NUTRIMPORT



JEUNESSE



SUBLYME



FORTEVIRON



ULTRAFARMA



# Some Suplax Clients





# Some Suplax Clients



CLINICAL PHARMA™

SUBLYME

DOCTOR'S  
FIRST

Forteviron®



 OCEAN  
DROP



AND 100+ OTHER BRANDS





# We do all types of finishing

We are the only outsourcing industry in Brazil capable of delivering a line of products in any type of finishing available on the market.

All this is thanks to our production infrastructure and our own development laboratory, able to attest to the quality of all products.

Powder



Bars



Liquids



Sachets



Tablets



Pellets



Softgel Caps

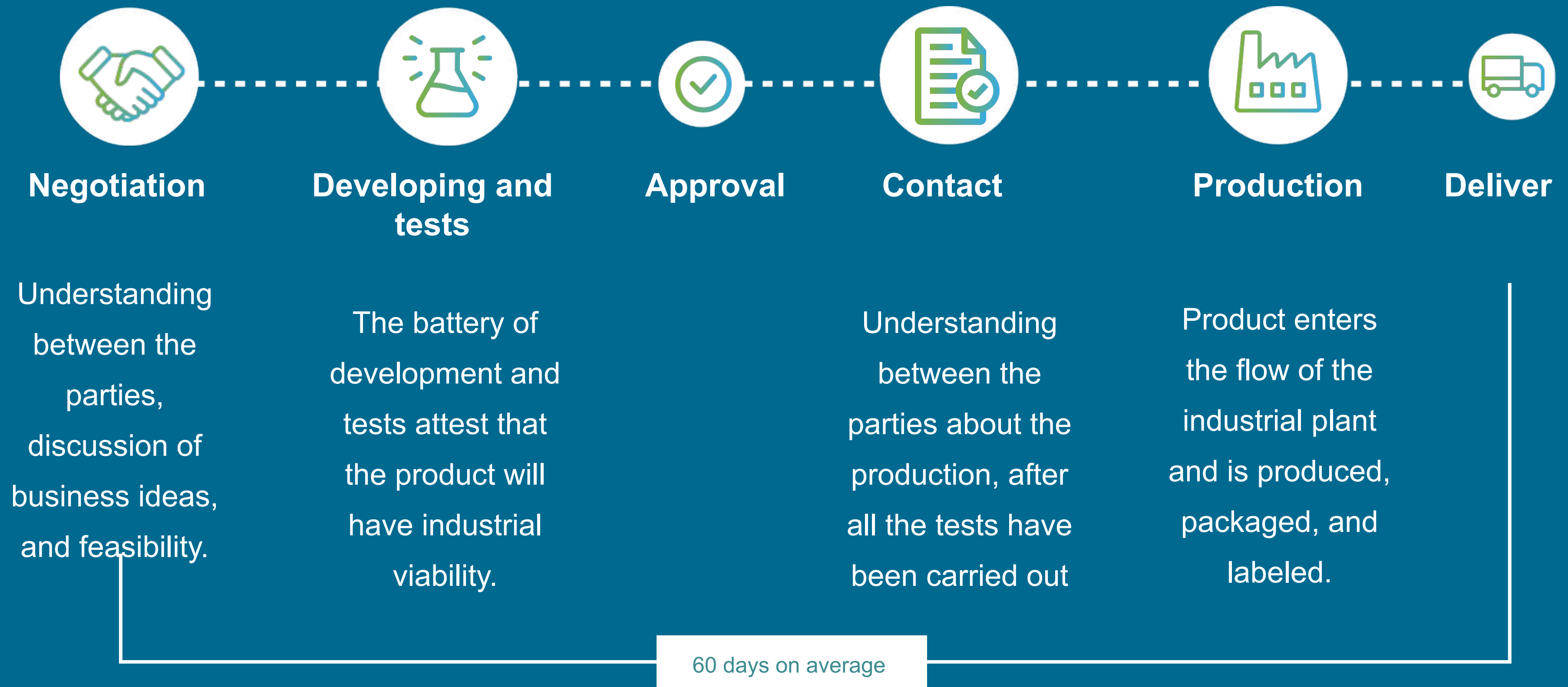


Hard Capsules





# Suplax Service Flow







# Our competitors

There are 2 types of Suplax competitors:



Companies focused on their own brand, which often needs to outsource their production, opening space for conflicts of interest.



Companies focused on outsourcing, which serve different brands within the segment.



Unlike Suplax, none of them is able to produce all types of high quality and very safe product finishing.





# Our contacts

Contact us. We will be delighted to serve you.



[projetos@suplax.com.br](mailto:projetos@suplax.com.br)



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4118-2275



## Office – Rio de Janeiro

Av. Nilo Peçanha, 50 - Sala  
2.909

Centro – Rio de Janeiro – RJ  
CEP: 20020-100



## Distributor – Espírito Santo

Av. João Batista Parra, 663  
Praia do Sua – Vitória – ES  
CEP: 29052-123



## Factory – Santana de Parnaíba

Av. Gino Boreli, 445 - Galpões 7, 8 e 9  
Jardim Represa – Santana de  
Parnaíba – SP  
CEP: 06529-320



Research lab  
and Development





Automatic Conveyor Belt



## Pellet Manufacturing







Pill Coater

The image shows a close-up of a pill coater machine. A person wearing a white lab coat and a white hairnet is operating the machine. The machine is filled with a large quantity of small, dark red, oval-shaped pills. The person's hands are visible, and they are wearing blue gloves. The machine has a large, circular opening where the pills are being processed. The background is a solid teal color with a white geometric pattern of interlocking hexagons.





Pellet Manufacturing





**Automatic Labeling  
Machine**





V-blender and Drying  
Oven





Product Inventory  
Finished





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