



Circle 2023

Better Building Program - Chiesi Farmaceutici
portfolio analysis and transformation

Chiesi at a glance

Certified



With over 85 years of experience, Chiesi is an international biopharmaceutical group, certified B Corp.



In 2022, the Group recorded a turnover of **€2 billion 749 million**.



The Group counts more than **6,500 employees** (55% women – 45% men).



Chiesi operates in **31 countries** with **41 sites** and three production plants (Parma-Italy, France and Brazil).

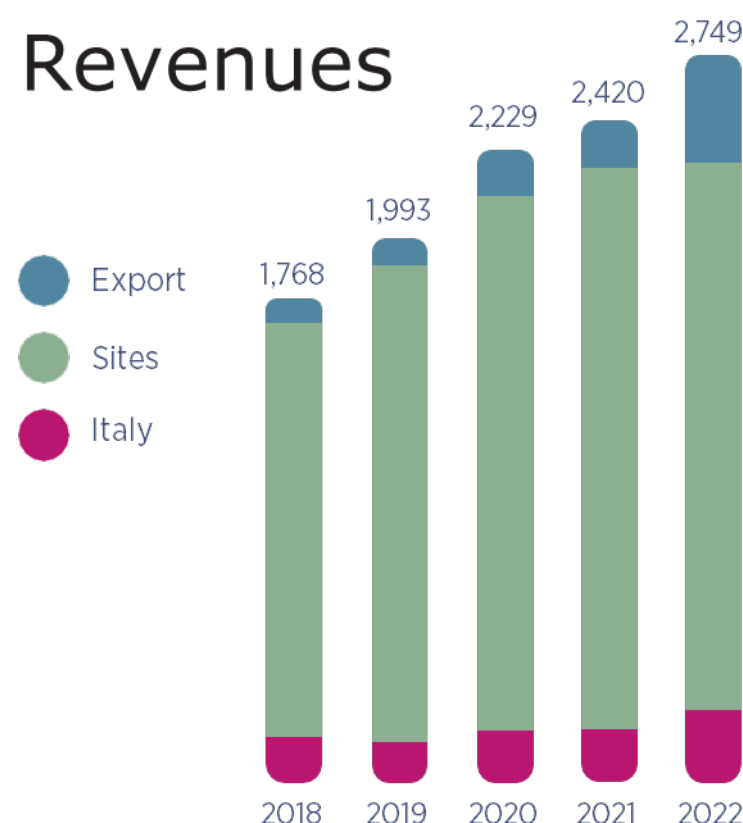


The Group has **7 R&D centres**: Parma (Italy), France, the US, Canada, China, the UK, and Sweden.

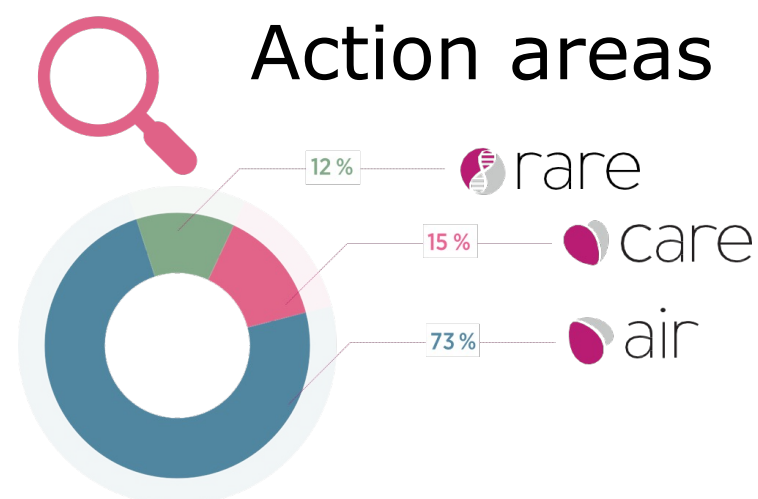


R&D Investments: **21.4%** revenues.

Revenues



Action areas



EBITDA

% on revenues

30.1%



European Commission –
2022 EU Industrial R&D Investment Scoreboard

1st

among the Italian
pharmaceutical
companies

2nd

among the Italian
Manufacturing
companies

13th

among the European
pharmaceutical
companies

Action Areas



Diseases covered: Asthma and COPD, Neonatal, Cystic Fibrosis.

Encompasses products and services that enable the treatment of **respiratory pathologies** among patients of all ages, from newborns to the elderly.



Diseases covered: Inborn errors of metabolism, rare hematologic and immunologic diseases, ophthalmology disorders.

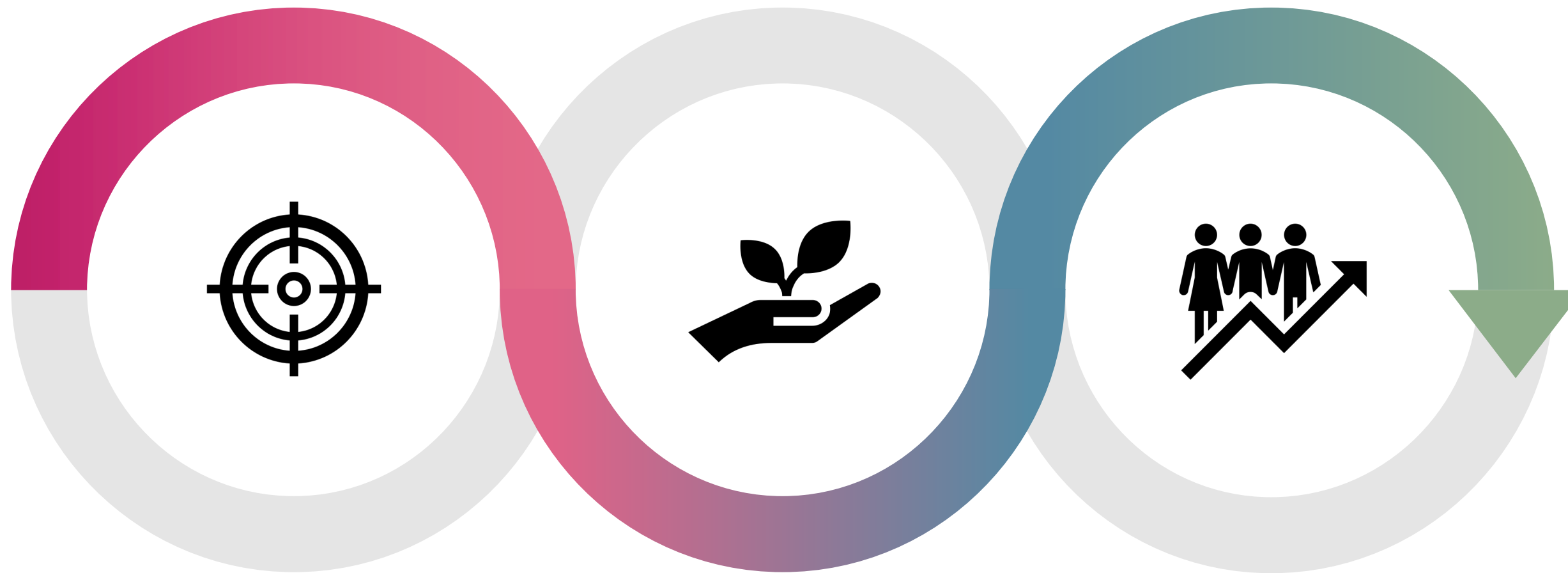
Focuses on the **treatment of patients living with rare or ultra-rare diseases.**



Diseases covered: Solid organ transplant, cardiovascular diseases, Consumer Healthcare/Over the Counter.

Combines **products and services that support special care** provided by medical professionals, as well as consumer-facing self-care.

Our purpose and ambition



We want to be considered as a **reference point** for people living with **chronic respiratory disorders, neonatal pathologies, rare diseases and other difficult-to-treat health conditions.**

This is the foundation of our **sustainable business approach**, which seeks to **generate a wider positive impact for society, the environment and other stakeholders.**

We believe we are able to **take part in the achieving of 9 United Nations SDGs**, with the skills, competences and resources we have, by developing specific Chiesi Sustainability Goals. In detail: SDG#3, SDG#5, SDG#8, SDG#9, SDG#10, SDG#11, SDG#12, SDG#13 e SDG#17.

Shared value - Purposes of common benefit

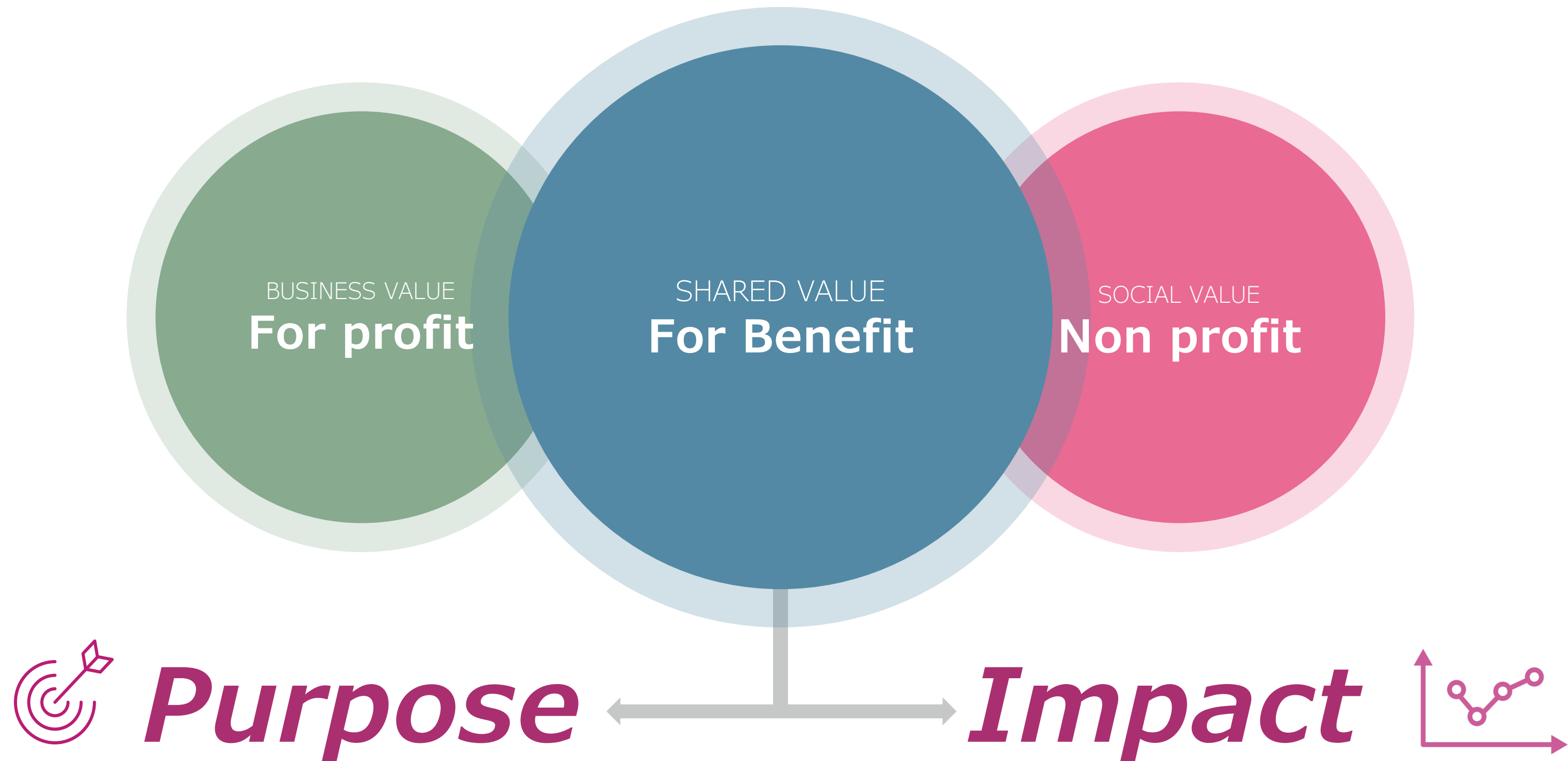
Chiesi is **certified B Corp**, a recognition of high social and environmental standards.



- Improving **patients' and peoples' lives**, aiming to improve their health, wellbeing and quality of life.
- **Continuous innovation** towards the **sustainability of processes** and all company practices in order to minimize negative impacts, in favour of positive ones, on people, the biosphere and on the territory.
- Promoting a **conscious and sustainable way of operating** in the business, including the fostering of collaborative dialogue among stakeholders.
- Contributing to the **development of the local communities** in which the company operates.

In 2018, we became a Benefit Corporation, adopting a new legal form under the Italian and US Law. In 2021 also Chiesi France became the first French "Société à mission" (SAM) in the health industry, by integrating, into the Articles of Incorporation, four purposes of common benefit

Shared value - Purposes of common benefit



We ACT - We Actively Care for Tomorrow

We
ACT→

The “**We ACT - We Actively Care for Tomorrow**” program was born, as an expression of Chiesi’s desire to take care of society and the environment in an effective way for the benefit of both stakeholders and the company.



We ACT as a Force for Good



We ACT for our People



We ACT to 0 Impact



We ACT with our Value Chain



We ACT for our Community



We ACT for our Patients

We ACT to Zero Impact

We
ACT  to  **Zero**
Impact



Net Zero



Better Building

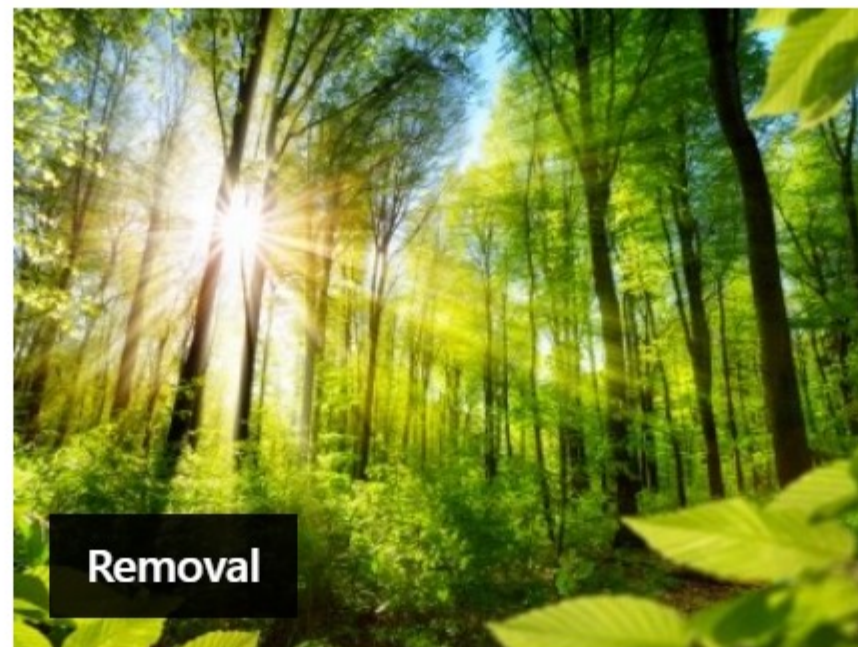
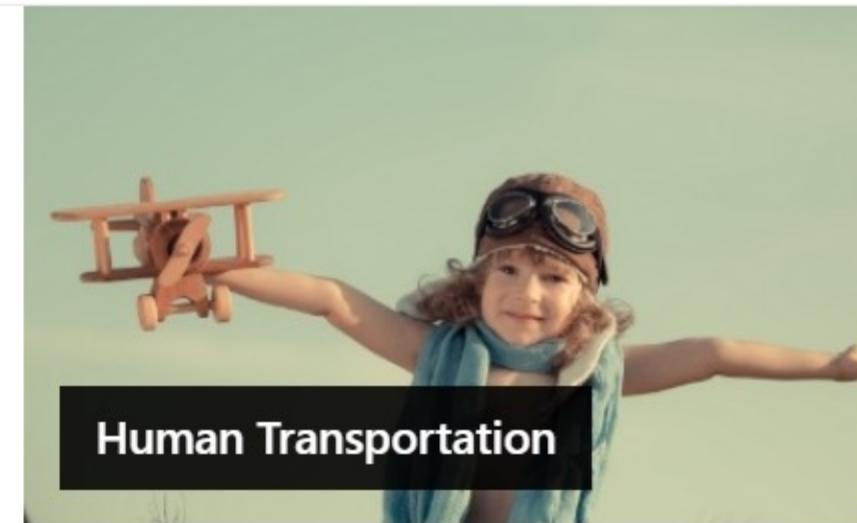


Eco Friendly Products



Value Chain Evolution

Net Zero



In Chiesi we're aiming to be **Net Zero** by 2035. We focus our efforts on reducing greenhouse gas emissions and on limiting offsetting to the minimum, by deploying a detailed plan, with clear and measurable objectives.

More details about Chiesi's strategy are available on the [Action Over Words](#) website.

We ACT to Zero Impact

We
ACT  to  **Impact**



Net Zero



Better Building



Eco Friendly Products



Value Chain Evolution

BETTER *Building*

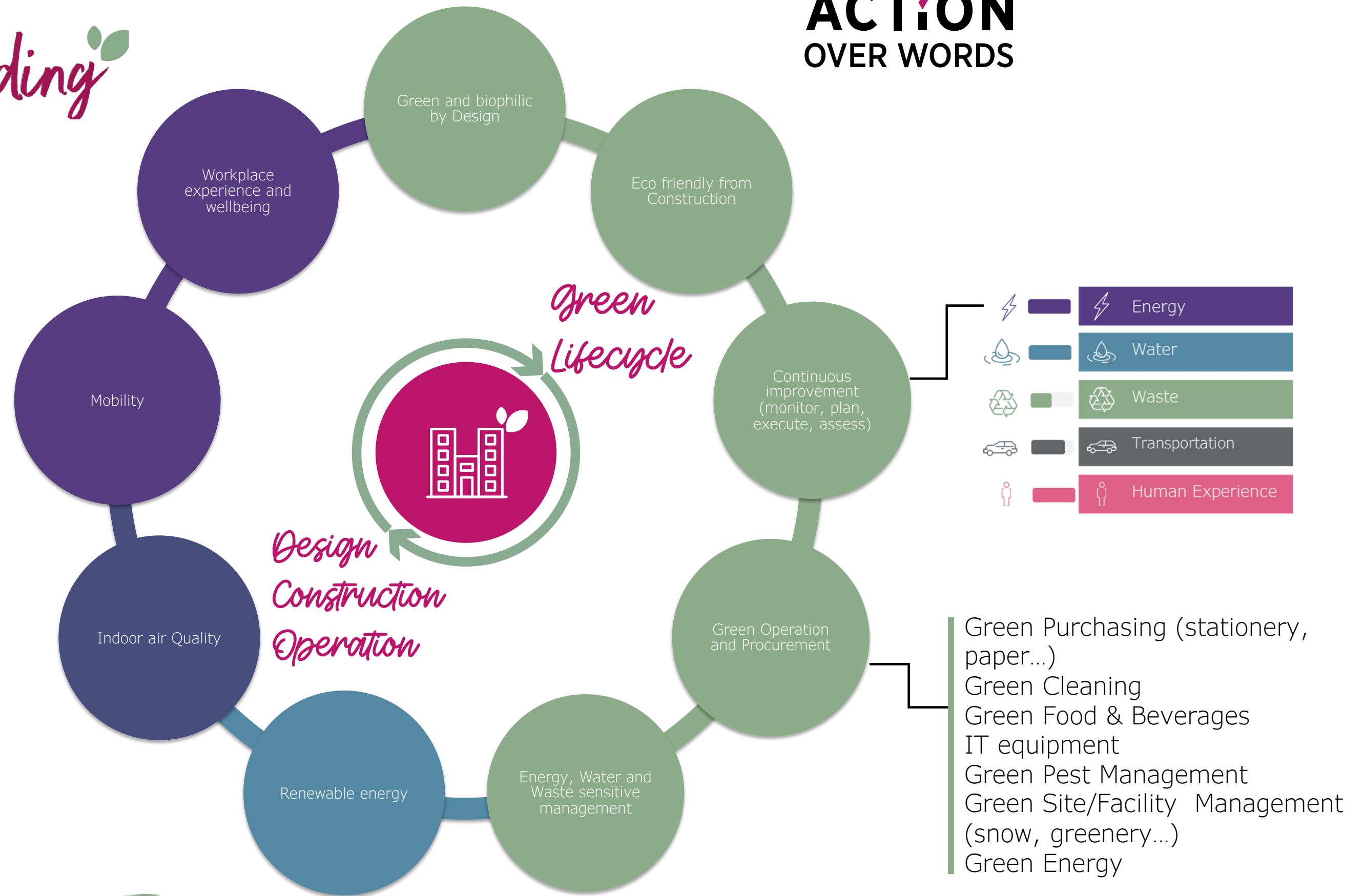
ACTION
OVER WORDS

Target

- Sustainable buildings, as examples of **biosphere restoration** (Planet) and improvement of the wellbeing and quality of life of people (People)
- Conscious community, actively contributing for a better future

Action

- environment and people centered **design** for all new buildings
- eco friendly from **construction** phase
- sustainable **operation** practices for existing buildings
- 5-dimensional sustainability **continuous monitoring & ranking**, to track progress of **continuous improvement process**



NETZero

Culture and enabling instruments

Culture

Understanding &
Consciousness

Creating a widespread culture of responsible use of resources and well-being at the workplace

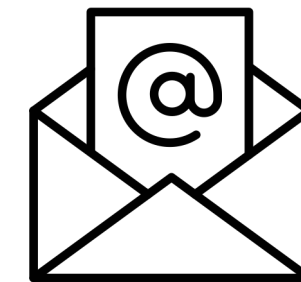
Promoting consciousness among all affiliates and stimulate everyone's contribution

Generating active leaders as primary engines of community and biosphere regeneration

Enabling Tools

Sharing

BETTER *Building*





NATIVA

We are regenerative designers.

NATIVA'S PURPOSE IS TO **ACCELERATE THE
TRANSITION** TO REGENERATIVE PARADIGMS.

THE CONCEPT OF REGENERATION

NATIVA

“Creating more value than what you use as an input”

INPUT VALUE

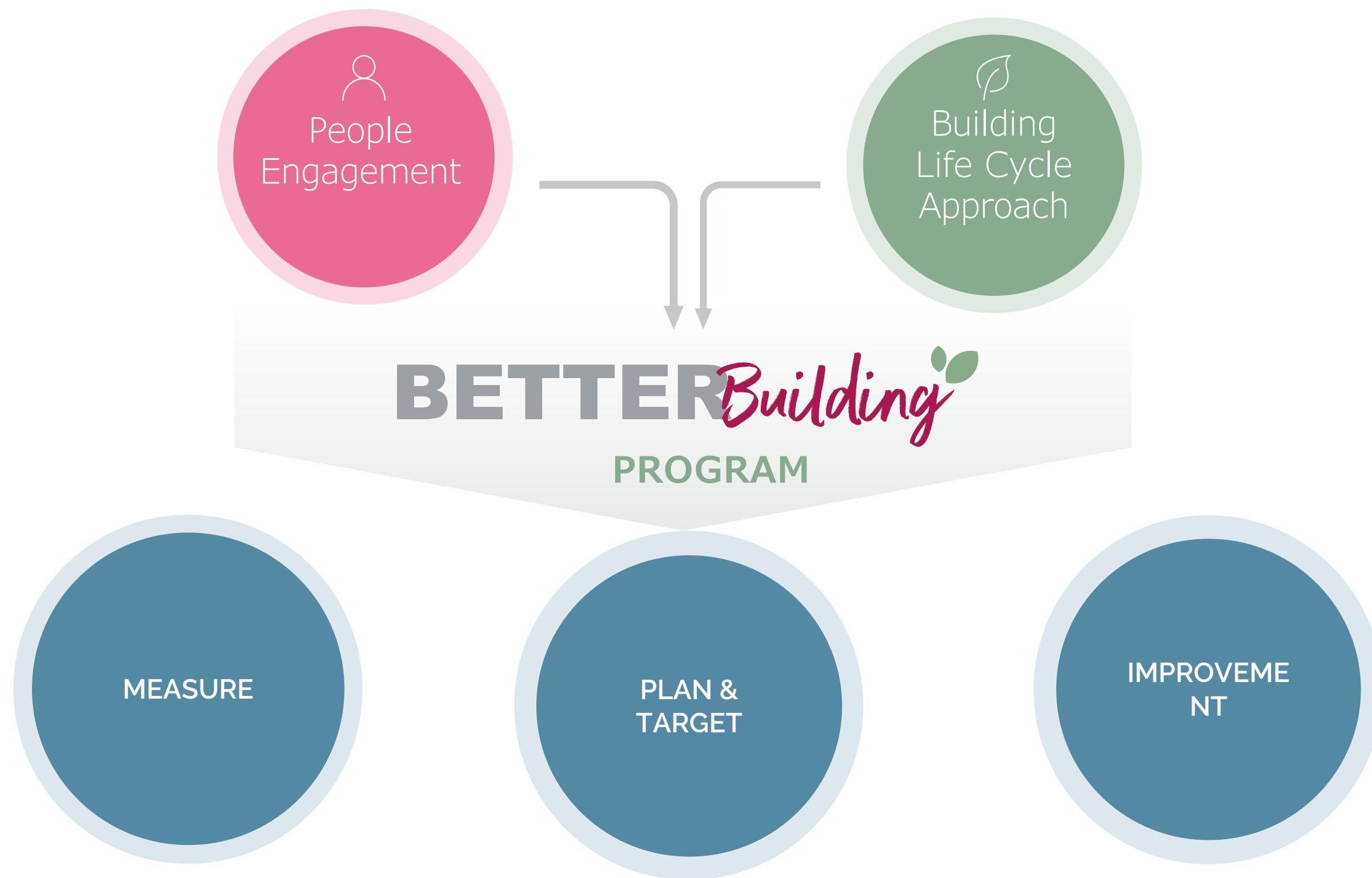
economic
social
environmental



OUTPUT VALUE

economic
social
environmental

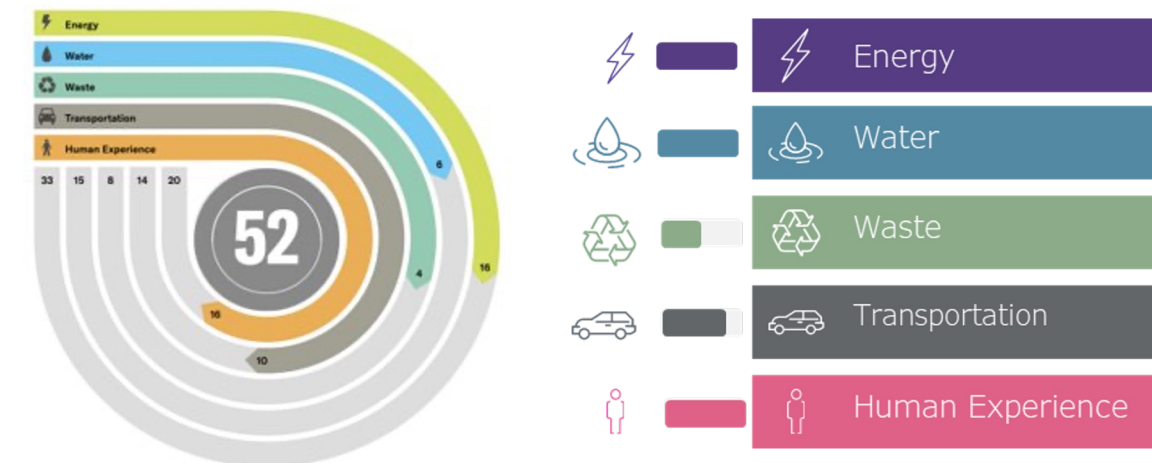
NATIVA



3 Pillars of Better building Program

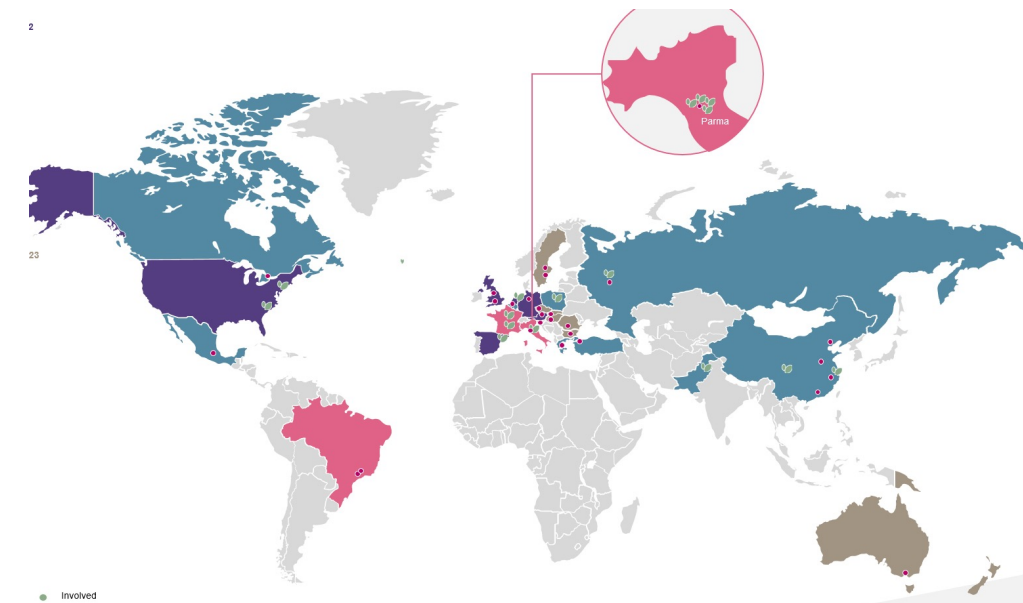
MEASURE

- Worldwide recognized
- Applicable to heterogeneous building portfolios
- Multi-attribute impact based
- GHG footprint analysis
- Easy to understand and to communicate



PLAN & TARGET

- Planning by phases (waves)
- Target monitoring by time
- Impactful



4 waves
5 Years
2 Targets

IMPROVEMENT

- Measurable improvement
- Common rule among all sites.
- Engagement of Local organization
- 3rd Part verification

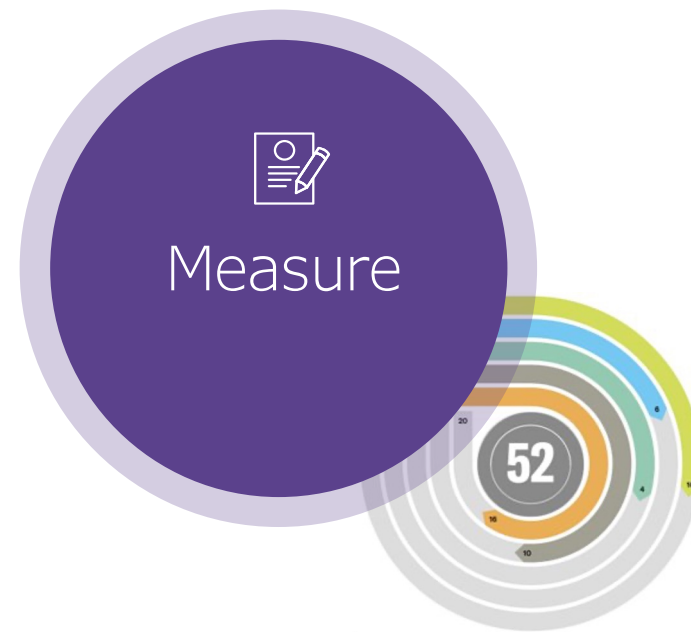
BETTER *Building*

+



Challenges

Weighted on sqm basis



100% measured by ARC scoring,

Accomplishing a minimum score of 40 for every site by 2030



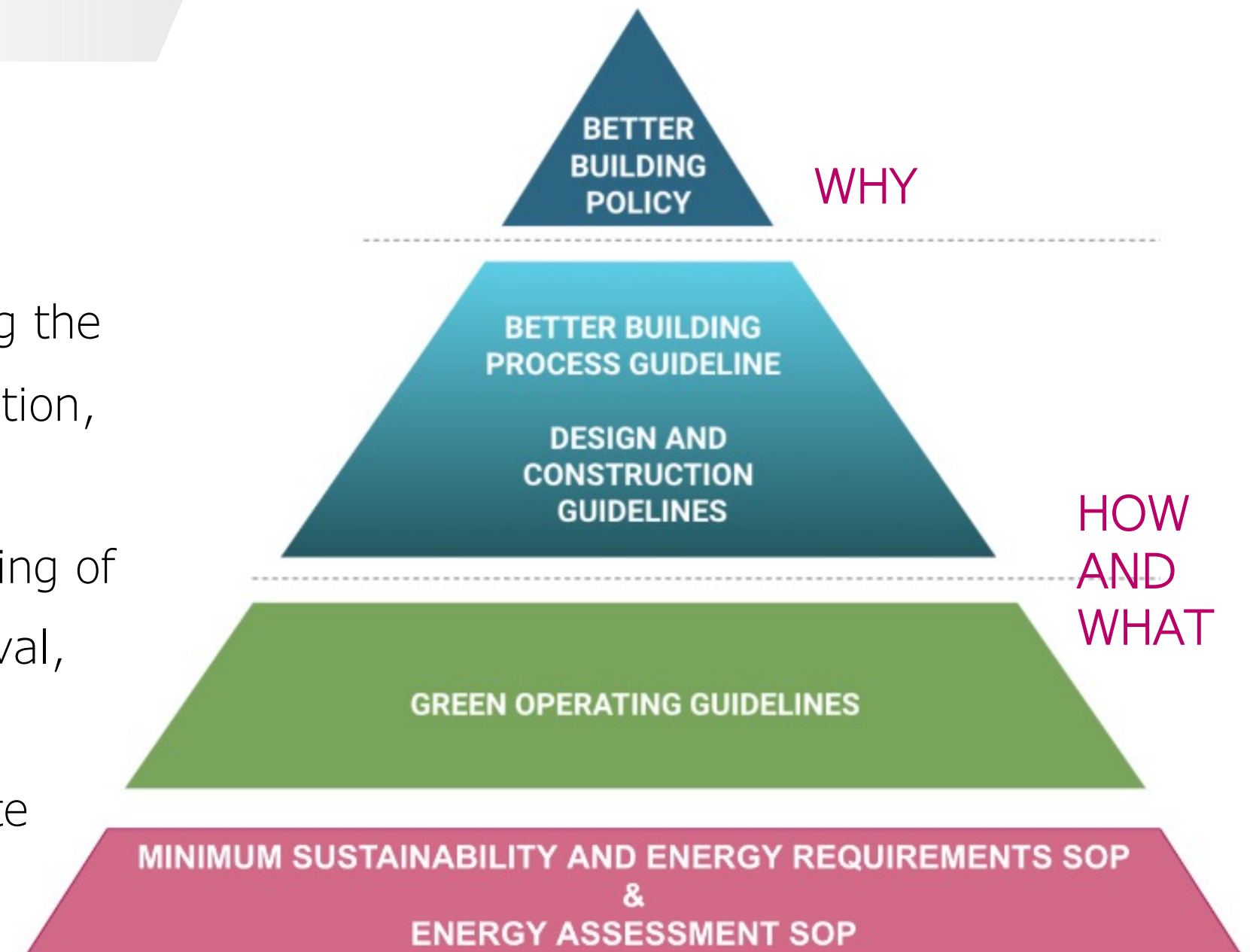
80% LEED Certified

+

Using Green Building as a Corporate Standard

How to integrate Sustainability in every building-related business choice, in a complex environment?

- Corporate Policy on Better Building Program's Aim, Field of Application, Role and Responsibilities, references
- Corporate Process, Design and Construction Guidelines clarifying the implementation process and identifying criteria for new construction, major or minor renovation projects.
- Corporate Operating Guidelines: Everyday operations; Purchasing of goods, F&B, IT equipment; Greenery, Pest control, Snow Removal, Green Energy services; Waste, Biodiversity best practices.
- Corporate SOP: Minimum equipment requirements and a dedicated energy assessment process for each revamping project.

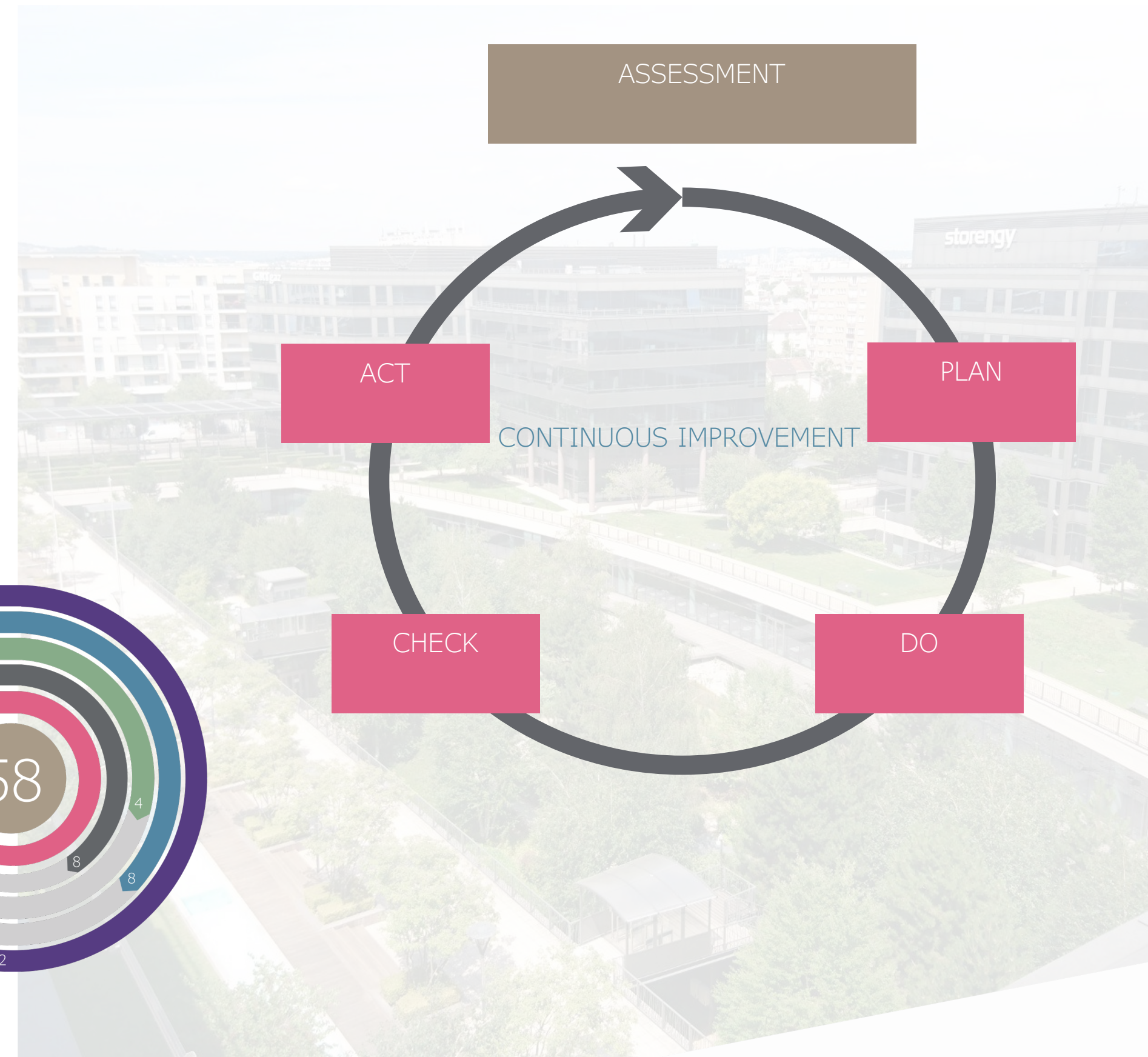
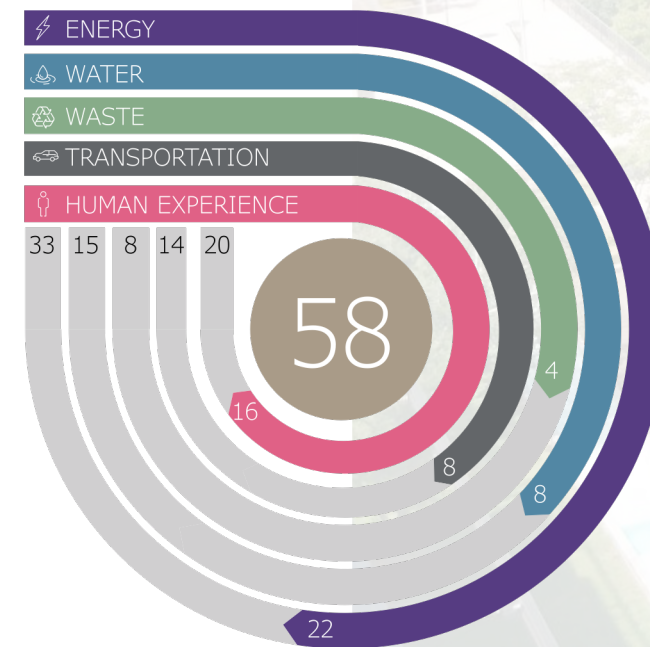


Sustainable Operations

The Continuous Improvement

It consists of a typical Plan-Do-Check-Act circular cycle, usually on a yearly basis, including:

- Sustainability Assessment for ranking and progress tracking,
- Action Plan for planning and implementing improvements,
- Executing the planned actions,
- Monitoring, to support a virtuous operation and to adapt plans according to the progress.



Sustainable Operations

The Sustainability Assessment

Summary

Type: **Office**

Building: 6-storey building, built in 2019 in a mixed-use area

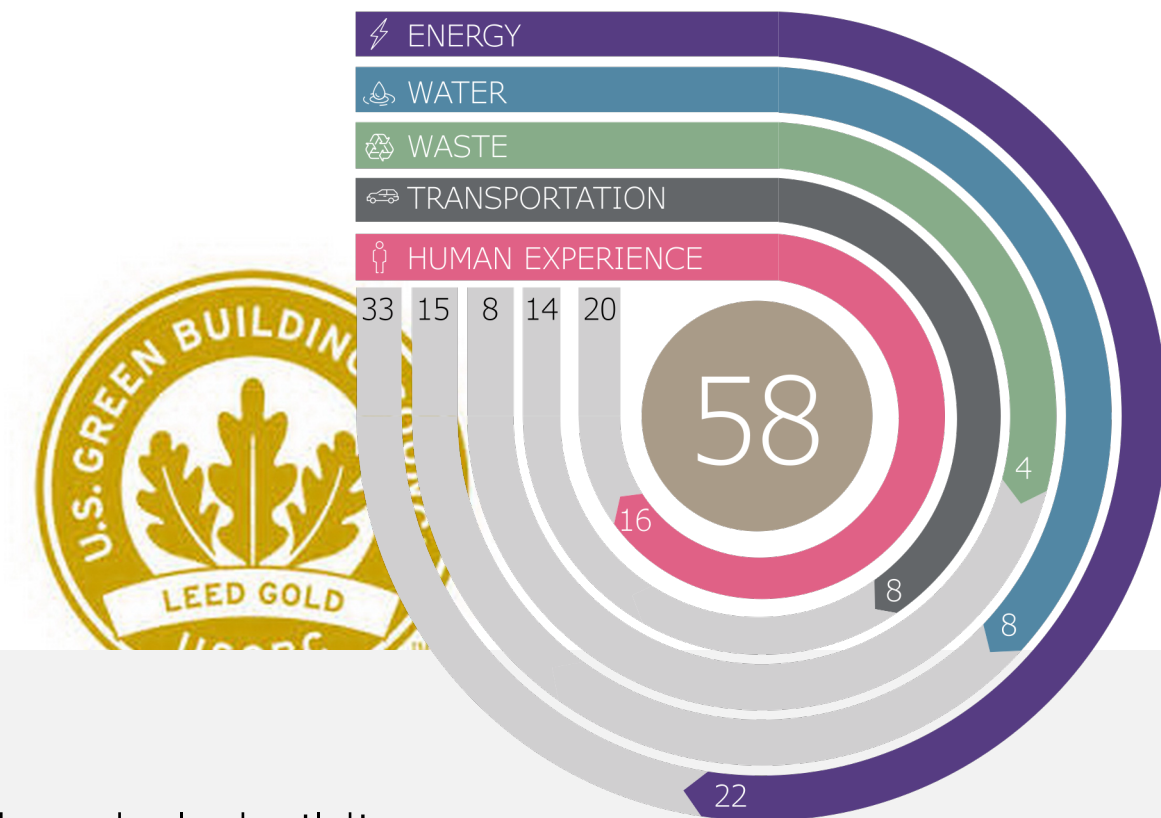
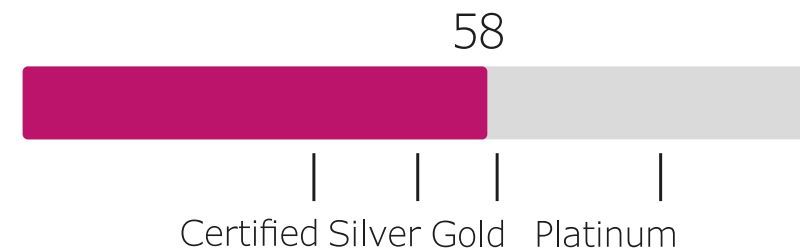
Space: Rent 54,646 sqft (5,077 sqm), 5th and 6th floors

On-site employees: 154 (2021)

BEST PRACTICES

- Good energy performances
- The building is certified "Green Globes" (Level 2 over 4) since 2019
- Very good rate of participation to employees survey (83%) and high satisfaction rate of occupants (83% satisfied)

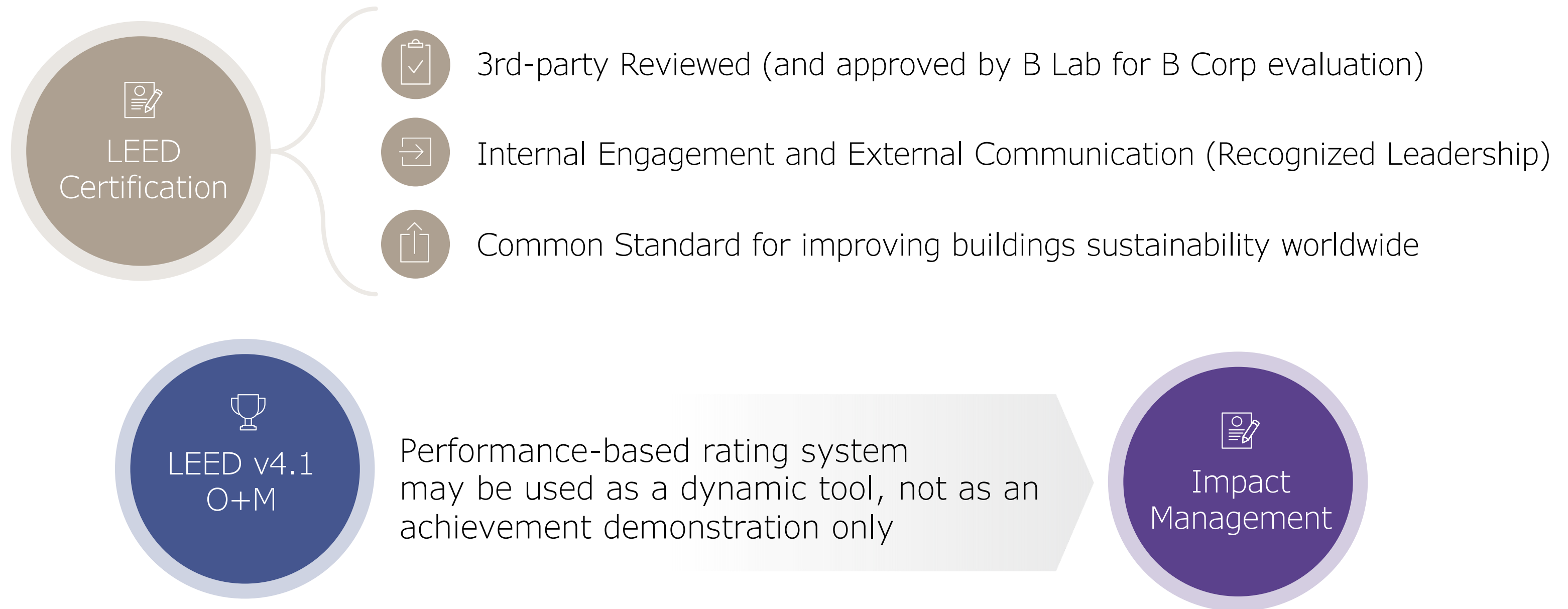
SITE NAME



CHALLENGES

- Waste is estimated for the whole building
- Water and energy are metered at building level
- No green energy
- Commuting: 100% of workers commute by solo cars, only 1.6% with alternative fuels
- Physical Comfort: lack of privacy and some acoustic issues due to the open cubes concept, thermal discomfort
- Discrepancy between provided outdoor air flow (not compliant with ASHRAE 62.1-2010) and Green Globe certification requirements: verify or implement improvement activities.

The Better Building Program and LEED O+M v4.1



The Better Building Program and LEED O+M v4.1

BETTER Building

Ongoing Performance tracking :

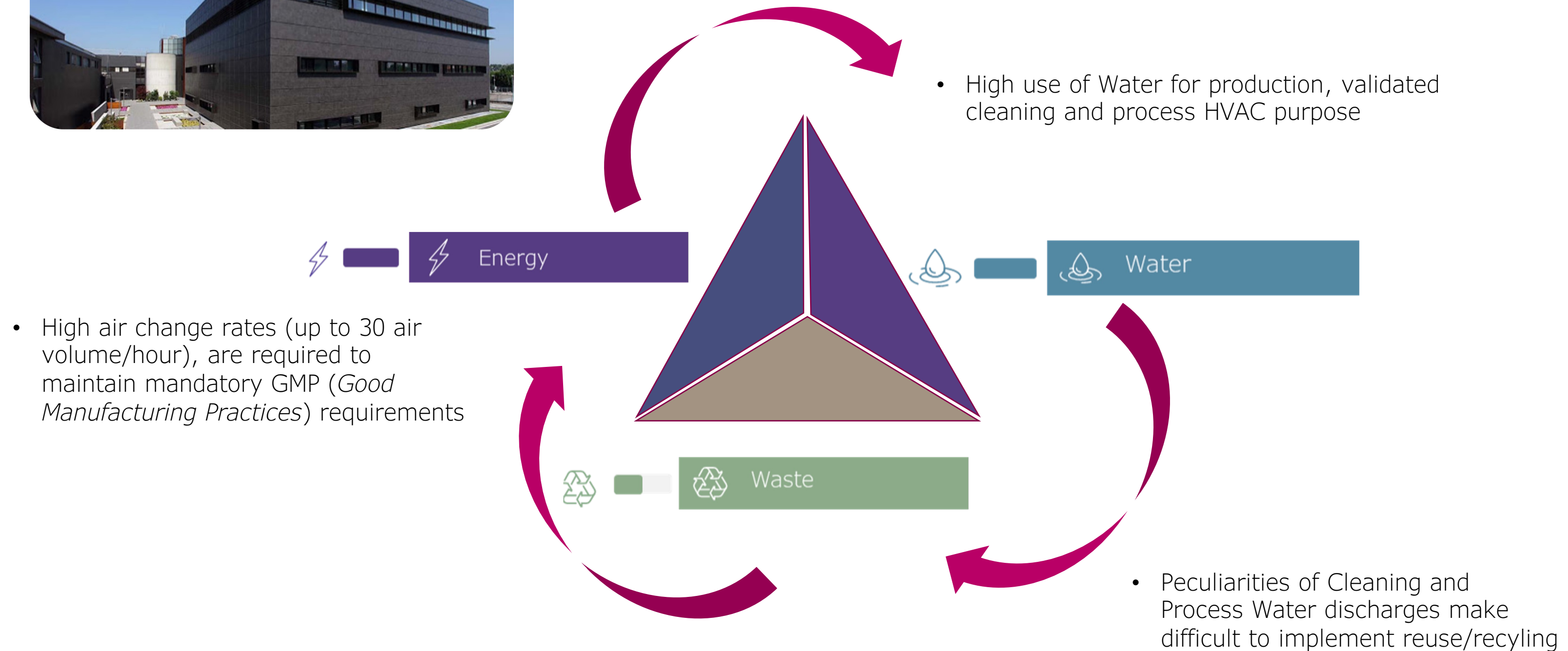
Performance elements from LEED O+M v4.1 certification

Operating and Construction Guidelines:

Green Policies
 Prerequisites and Credits
 Prescriptive Credits

LOCATION AND TRANSPORTATION			14	
Prerequisite	Transportation Performance		14	
SUSTAINABLE SITES			4	
Credit	Rainwater Management		1	
Credit	Heat Island Reduction		1	
Credit	Light Pollution Reduction		1	
Credit	Site Management		1	
WATER EFFICIENCY			15	
Prerequisite	Water Performance		15	
ENERGY AND ATMOSPHERE			35	
Prerequisite	Energy Efficiency Best Management Practices	Required		
Prerequisite	Fundamental Refrigerant Management	Required		
Prerequisite	Energy Performance		33	
Credit	Enhanced Refrigerant Management		1	
Credit	Grid Harmonization		1	
MATERIALS AND RESOURCES			9	
Prerequisite	Purchasing Policy	Required		
Prerequisite	Facility Maintenance and Renovations Policy	Required		
Prerequisite	Waste Performance		8	
Credit	Purchasing		1	
INDOOR ENVIRONMENTAL QUALITY			22	
Prerequisite	Minimum Indoor Air Quality	Required		
Prerequisite	Environmental Tobacco Smoke Control	Required		
Prerequisite	Green Cleaning Policy	Required		
Prerequisite	Indoor Environmental Quality Performance		20	
Credit	Green Cleaning		1	
Credit	Integrated Pest Management		1	
INNOVATION			1	
Credit	Innovation		1	
TOTAL			100 Possible Points	

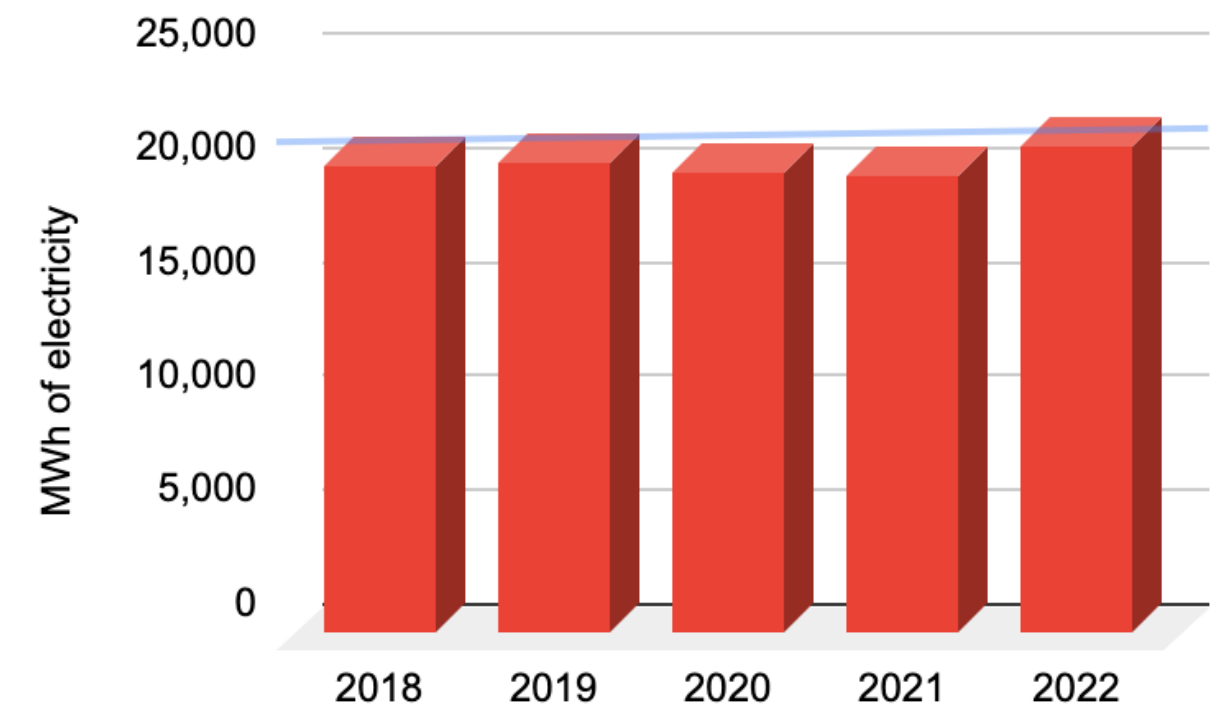
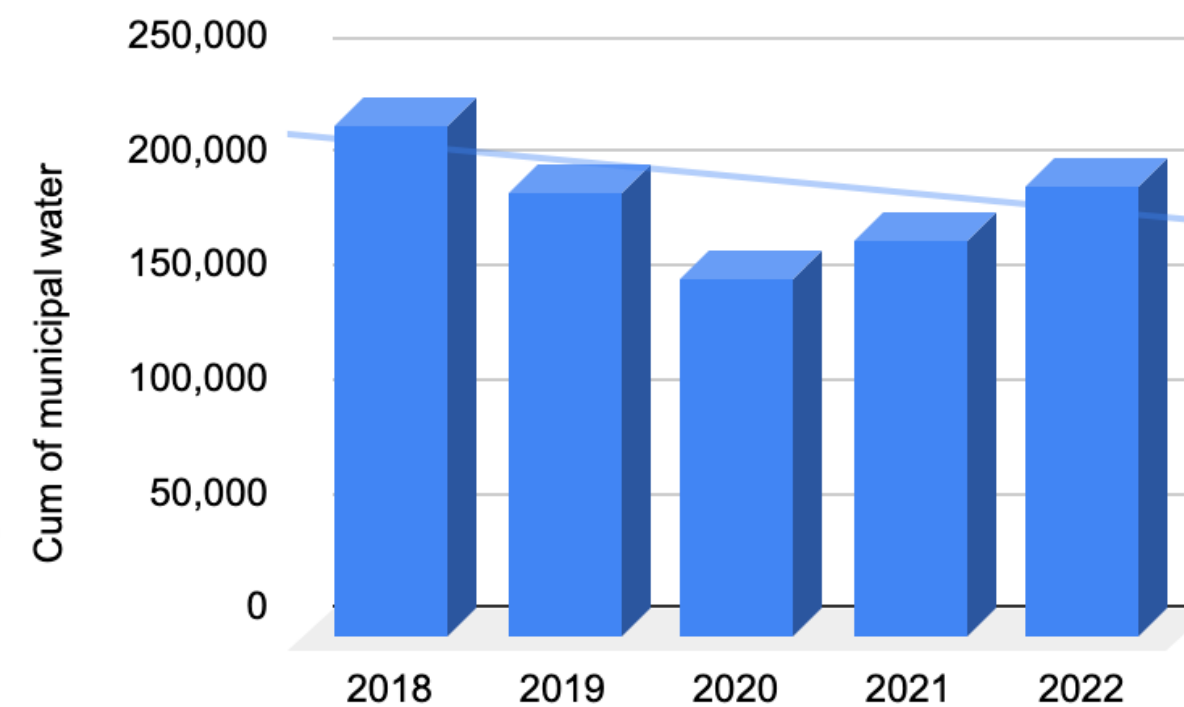
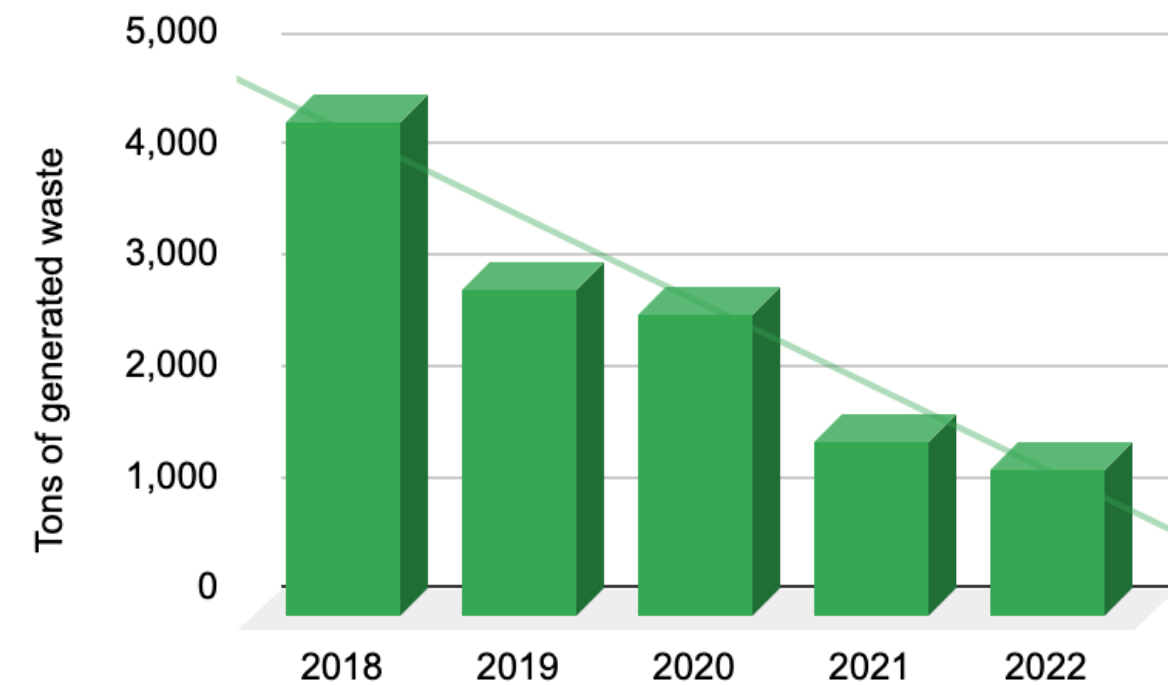
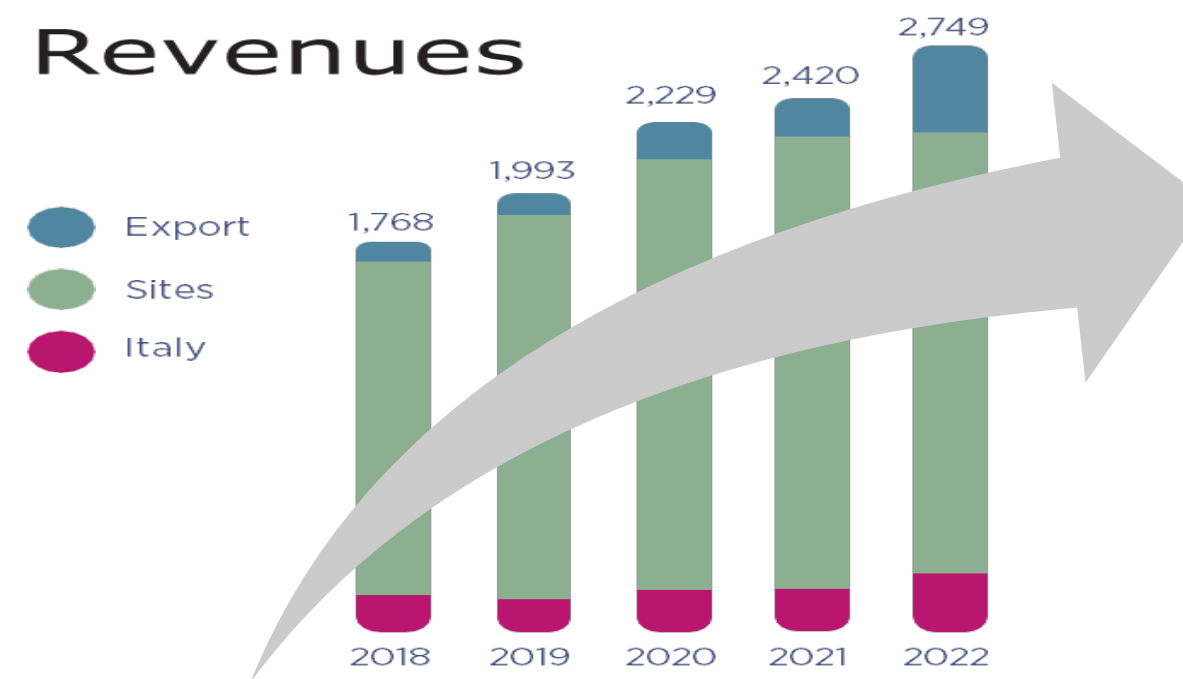
The Challenge for GMD (Manufacturing Division) plants



The Challenge for GMD (Manufacturing Division) plants



Revenues



Target Monitoring

Weighted on sqm basis



% SQM UNDER PERFORMANCE BY ARC SCORE

25%

47%

68%

Minimum score is 38

100%

2020

2021

2022

2023

2024

% SQM LEED CERTIFIED



15%



HQ in Italy – with ARUP

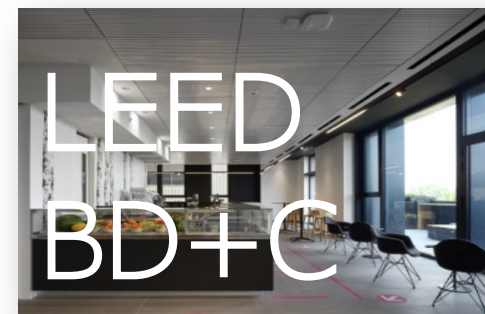


R&D Centre in Italy

30%



Main Offices in China



Offices in Italy

60%

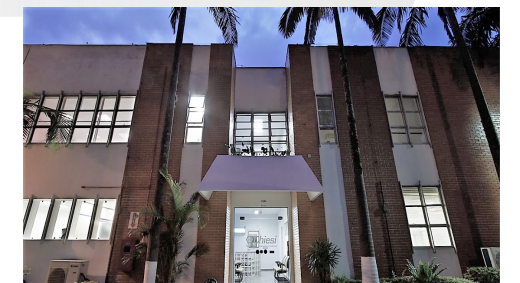


GMD in France



Warehouse in Italy – with R2M

+80%



Brazil and Italy

BETTER *Building* 

NATIVA

 *Chiesi*