



Our Reason for Being
is to create and market
products and services
that promote the

**well
being
well**

We are beauty leaders* in Brazil and Latin America

14 countries

(Brazil, Mexico, Argentina, Chile, Colombia, Peru, Ecuador, Uruguay, Panama, Guatemala, El Salvador, Honduras, Nicaragua, Dominican Republic)

3,5 million

of Beauty Consultants and Representatives Natura e Avon in Latin America

5 factories

3 of them with integrated operations Natura and Avon

Administrative headquarters in São Paulo (SP)

3 operations in North America, Europe and Asia

(United States, France and Malaysia)*

1.054 stores

in Latin America
(932 from Natura and 122 from The Body Shop operations)

19 Distribution Centers

being 2 logistics hubs, in Argentina, Brazil, Chile, Colombia, Ecuador, Peru, Guatemala, Dominican Republic and Mexico

R\$ 20.4 Billions

in net revenue



14,5 thousand collaborators

* Natura is also present in the United States and France as an e-commerce company and in Malaysia with omnichannel operations;

**third consecutive year in Latin America, in the Cosmetics, Fragrances and Personal Hygiene (CFT) market

**Euromonitor International

***CFT-"cosmetics, fragrances and toiletries (Euromonitor 2023)

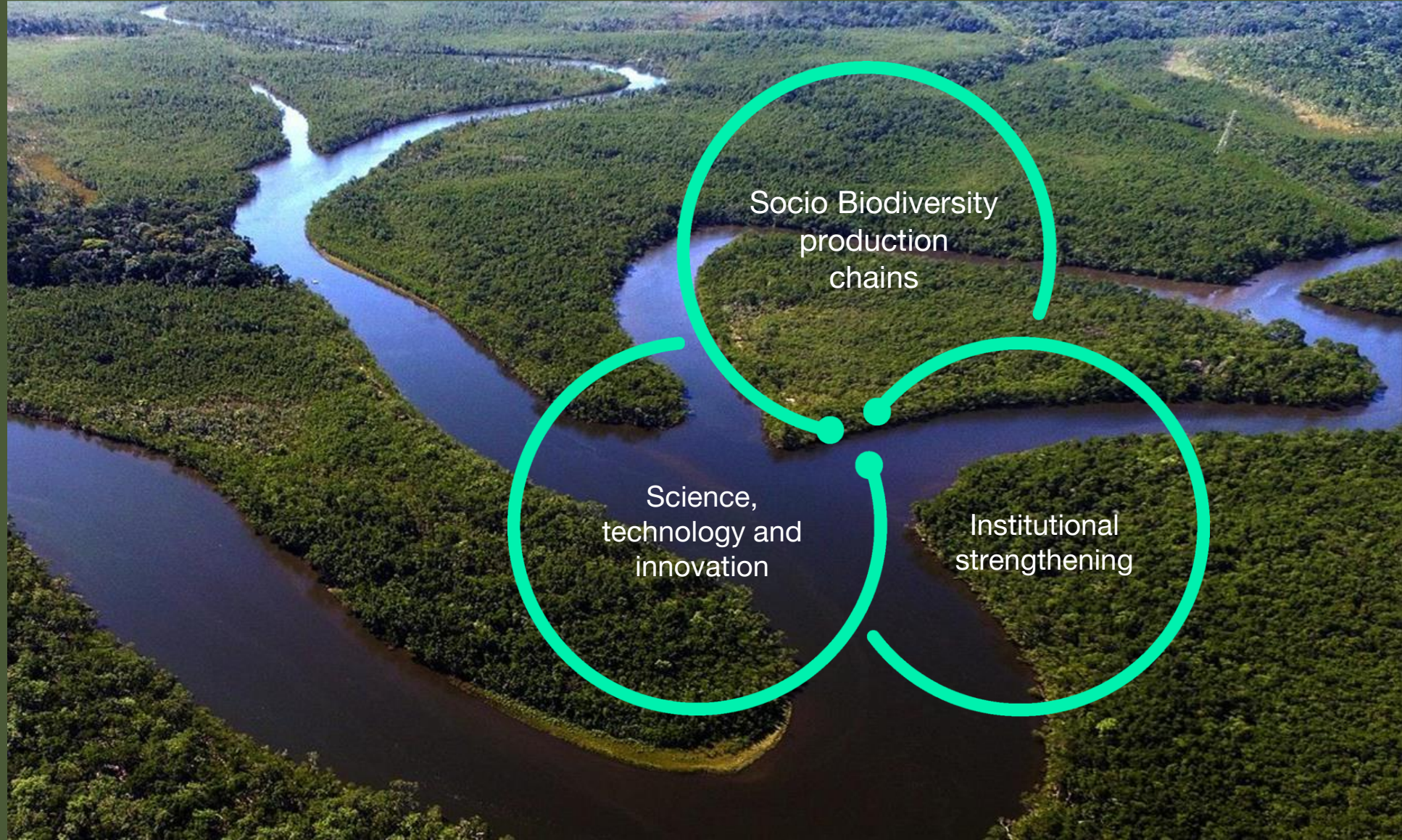


UEBT
CERTIFIED
SOURCING
WITH RESPECT



Amazon Natura Program

Sociobioeconomy
as a Business Model



GRAS

Relationship management and supply of sociobiodiversity

Focus of Action

SECURITY OF SUPPLY

- Crop planning/management
- Technical advice (rural extension)
- Logistics planning
- Supplier prospecting

FAIR TRADE

- UEBT certification
- Distribution of benefits
- Direct relationship with the community
- Value chain wins – wins
- No exclusive contract

DEVELOPMENT OF SUPPLIER COMMUNITIES

- Trainings and workshops
- Technology transfer
- Basket of assets
- Implementation Agroindustries
- Alliances with different actors
- Fundraising for investment in the community

Our relationships network



Communities
51 (General)
44 (Pan-Amazon)



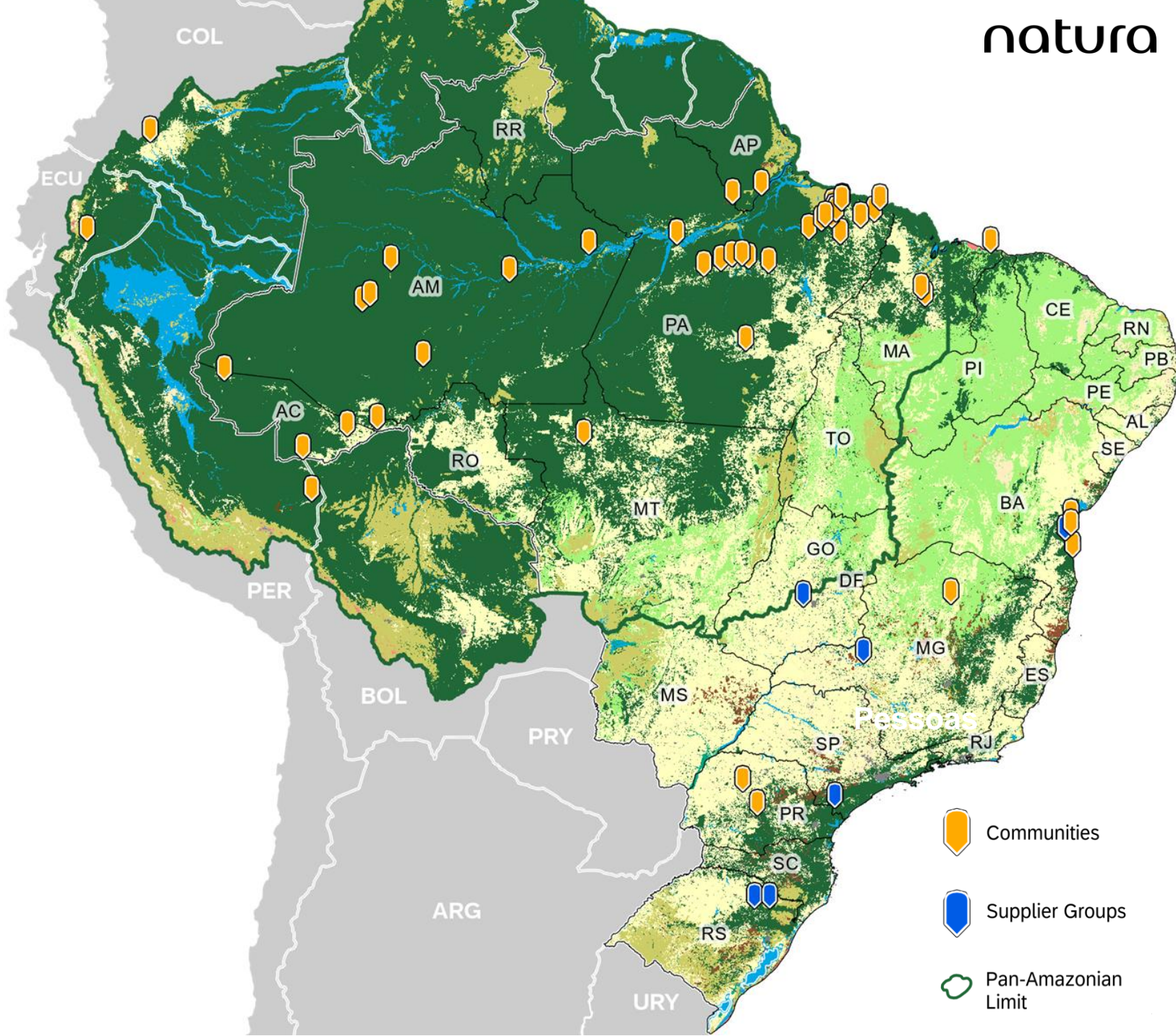
Individual Producers
06



**220 *
Cities**



Biodiversity assets
106 Supply Chains
29 Native Species
44 Bioingredients



- Communities
- Supplier Groups
- Pan-Amazonian Limit

Our Positive Impact



Families

11.713 (General)
10.191 (Pan-Amazon)



People

48.552 (General)
40.764 (Pan-Amazon)



Community Agroindustries

18 (General)
16 (Pan-Amazon)



Pre-processing Centers

08 (General)
07 (Pan-Amazon)



ABS Contracts




+ 100 contracts



Allocated resources

+ R\$ 205 MM (last 5 years)
+ R\$ 46 MM (2023)



-  Communities
-  Supplier Groups
-  Pan-Amazonian Limit



Species portfolio

Challenges of SBD Chains



High tax burden on non-timber forest products



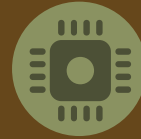
Low production and logistics infrastructure



Balance between respect for local culture and business needs



Irregular supply of products / quality



Low tech for chains



Sources of Funding



Land and Environmental Regularization



Legal regulations / Information

Thanks!!!

natura

Mauro Costa

maurocosta@natura.net



Mauro-correa-da-costa