



Reverse pitch



Deutsch-Italienische
Handelskammer
Camera di Commercio
Italo-Germanica

Energy, movement and health. Improving people's lives

EY Milan. June, 27th



Unico. Who we are in
few words





OUR HISTORY

2002

Unione Farmaceutica Novarese
(UFN) & **Codifarma** (Bologna)
established
**UNICO La farmacia dei
farmacisti S.p.A.**



2022

**UNICO 2.0
is launched**



NUMBERS THAT MAKE US “UNICO”

7.500

CUSTOMERS

+ 75.000

SKUs

9,7%

MARKET SHARE

1.1 Bn €

REVENUE



LOGISTICS & TRANSPORTATION

15.000

DAILY DELIVERIES

510

TRUCKS ALL OVER ITALY

17

ITALIAN REGIONS



RENEWABLE ENERGY PRODUCTION

~ 1 GWh

each year of Renewable **green energy**
produced in **just 2 PV site**
in Calderara di Reno (BO) e Rivoli (TO)



245 t
avoided CO2
emissions each year

equal to the annual
CO2 absorption of
24.292 trees



OUR RETAIL FORMAT



UP-TO DATE

SUSTAINABLE

RECOGNISABLE

TECHNOLOGICALLY
INNOVATIVE



OUR VALUES



RESPECT



EXPERIENCE



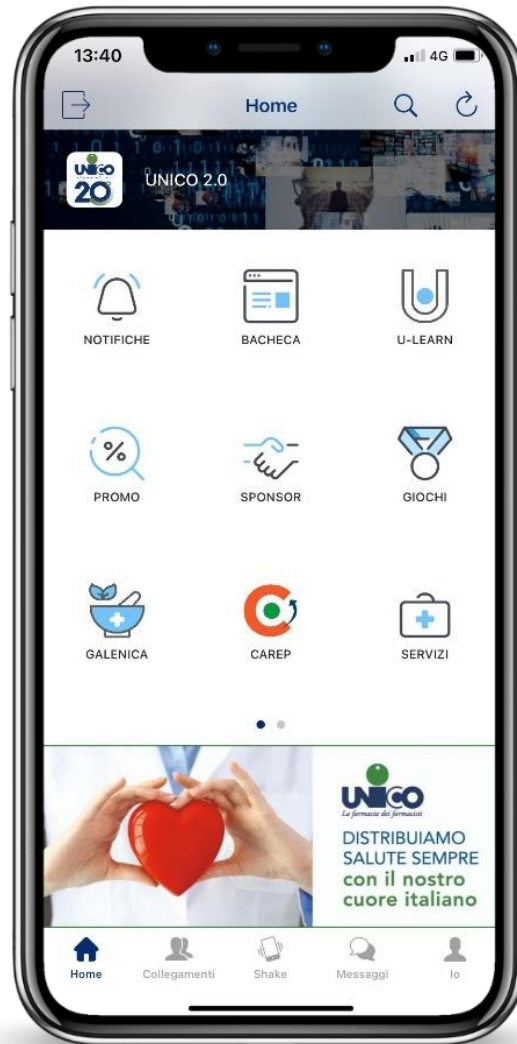
INNOVATION



**TIME
MANAGEMENT**



THE COMMUNITY APP FOR ITALIAN PHARMACISTS



UNICO 2.0 is an innovative event & community platform, completely dedicated to **Pharmacists**, aimed at nurturing **participants' engagement** through

INFORMATION & EDUCATION

ENTERTAINMENT

INTERACTION

And what about E.ON?

e.on

Make Italy Green

a great goal to make Italy
greener and give life to a Green movement

Riproduci (k)



0:34 / 2:27

Scorri per i dettagli



E.ON Group

E.ON Group is one of the main European operators of energy networks and infrastructure, and a provider of innovative solutions for over 50 million customers.



Essen
Germany



> 72 thousand
employees



> 50 million
customers



+ € 8.1 billion
in revenue in 2022



E.ON Italy

In Italy, our goal is to lead the energy transition and to make Italy green thanks to innovative solutions and 100% renewable energy.



> 550
employees



> 900 thousand
customers



+ 35 thousand
smart solutions for the home
installed in 2022



1.537 TWh
of green energy provided to customers
in 2022

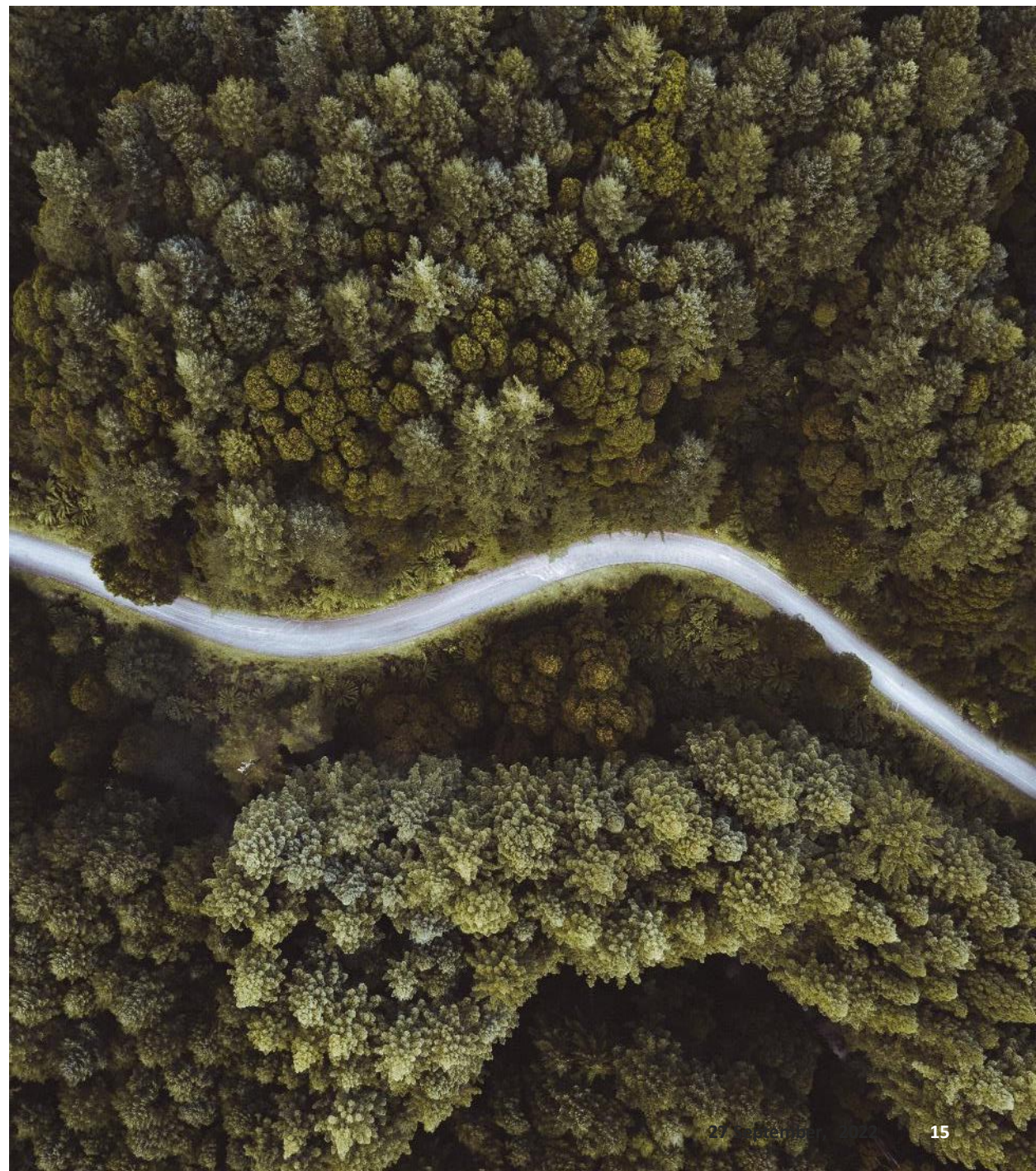


Our Ambition: Make Italy Green

We want to speed up the **energy transition**.

We are working to make our country more energy independent through the **decentralization of renewables** and by providing a complete offer of solutions and services for energy efficiency.

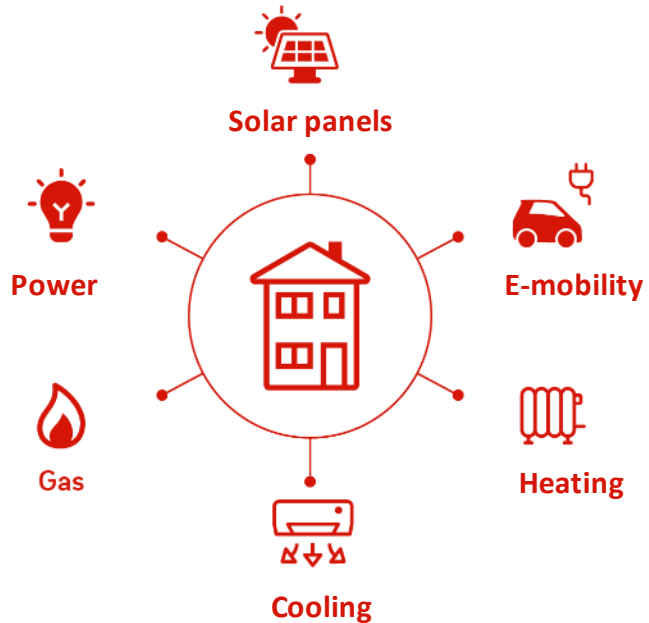
In this way, we meet the needs of our customers while keeping a constant eye on the **conservation of the Planet**.



Integrated efficient solutions

For our residential customers, we offer a portfolio of solutions reducing consumption and the impact on the environment, also providing economic savings.

The **Future Energy Eco-system** is already a reality in a unique platform



Energy Community in the Condominium

We're supporting Condominium in Italy to create the **Collective Self consumption** group as part of REDII EU directive

Installing a PV on the roof of the Condo thanks to the new regulation also the private consumptions counts. All can be part of the energy transition receiving economical benefits for all energy used by all the apartments when PV is producing (on hourly basis)

[Info](#)

A starting point for the complete electrification of the condo also changing GAS boilers with full-electric Heat Pumps.

The first E.ON Condo Community was created in 2021. In 2024, hundreds Condo community will starts with E.ON



E-Mobility

With our **E.ON DriveSmart** solutions we offer 100% sustainable mobility for **homes, condominiums** and **businesses**.

Alongside our partners, we have also built one of the largest **public networks of charging stations** in Europe.

With the **E.ON Drive** app it is possible to charge your car both in Italy and in Europe with a simple and intuitive system that allows you to access a map of all the charging stations for electric vehicles, to check their current availability, and to start and stop the charging of your vehicle.



MIND – Milano Innovation District

MIND will be one of the largest urban districts in Europe and the first in Italy to be equipped with a highly innovative efficiency system.

MIND uses **E.ON Ectogrid™** technology: a scalable and efficient solution, capable of generating heat and cool air in sufficient quantities and in a single system.

The energy powering the MIND will be 100% renewable.



Reduction of around **10,000 tons of CO₂** every year thanks to Ectogrid™

[Video](#) – how it works (English)

[Info](#)



ARIA – Milan

a new Carbon neutral district.

Within **Reinventing Cities** program of **C40 association** E.ON is the Partner and the Advisor of the Real Estate that will build a new ***Carbon Negative Area*** thanks to *full electric* heating & cooling using the innovative high efficiency technology of **E.ON ectogrid™** + a total PV for >4 MW power and creating a big **Renewable Energy Community** for the district and for the neighborhood **producing more green energy** respect of what will be **consumed** by the entire district reducing **CO2eq from the emission balance of the rest of the city.**

[Video & info](#)





Zero.ON The path on the Carbon neutrality

Sustainability & Innovation

e.on

Climate neutral in 4 steps

In many companies climate protection plays a central role in the company strategy and for many companies the ultimate goal is to become climate neutral, which is possible by following and implementing the four steps below.



Energy, movement and health.
Improving people's lives.





A new Green Movement

Green Movement

We are building the largest **Green Movement** together with colleagues, partners, customers, citizens and institutions.

Our aim is to involve everyone in the process of reducing the **Carbon Footprint**, the amount of CO2 that each of us produces. With the **E.ON App** it is possible to know, thanks to the **Green Test**, what your Carbon Footprint is and then suggest how to reduce it through educational content and gamification actions.

With our Green Movement we involve people in our environmental protection projects and educate the new generations in the culture of sustainability.

E.ON: soluzioni energetiche sostenibili ed efficienti



E.ON Woods

Since 2011 we have been promoting on the **planting of trees**, parks and green areas in cities throughout Italy, thanks to the contribution of E.ON and our customer contribution.



>110,000
trees planted so far



105 hectares
reforested



>77,000 tons
of CO₂ absorbed



Since 2022, we've been working with **Rete Clima** to implement forestations throughout Italy



Conscious people



Community caring – UNICO



Community caring - UNICO

Management & Resources

Educational Team Building

- Continuous education
- Individual promotion
- Welfare
- Spaces for responsible people

Energy Impact Reduction

- Heating
- Conditioning
- Lights
- Water usage

Waste Impact Reduction

- Products suppliers
- Services suppliers

Collection of unexpired medicines

- Banco farmaceutico

Innovation Sharing

Internal Environment

Choice of finishing materials

- Floors
- Painting
- Countertops
- Lights

Indoor Air Monitoring

- Check and Implementation
- Active Green

People Wellness

- Free osmosis water
- Comfort zone for elderly people
- Comfort zone for children
- Privacy
- Music and acustics
- Natural lighting
- Dedicated services

Innovation Sharing

Environement & Community

Lifestyles promotion

- Prevention
- Seasonality
- School information
- Gamification

Home Delivery

Creating Local Networks

Activating Local Community

- Theme events
- Cultural promotion
- Green care
- Electric mobility

Communicationg collection of unexpired medicines

Innovation Sharing

Indicative examples.

The logo for e-on, featuring the text "e-on" in a bold, red, italicized sans-serif font.The logo for UNICO, featuring a green sphere above the word "UNICO" in a bold, dark blue sans-serif font. Below the word is the tagline "La farmacia dei farmacisti" in a smaller, italicized dark blue font.

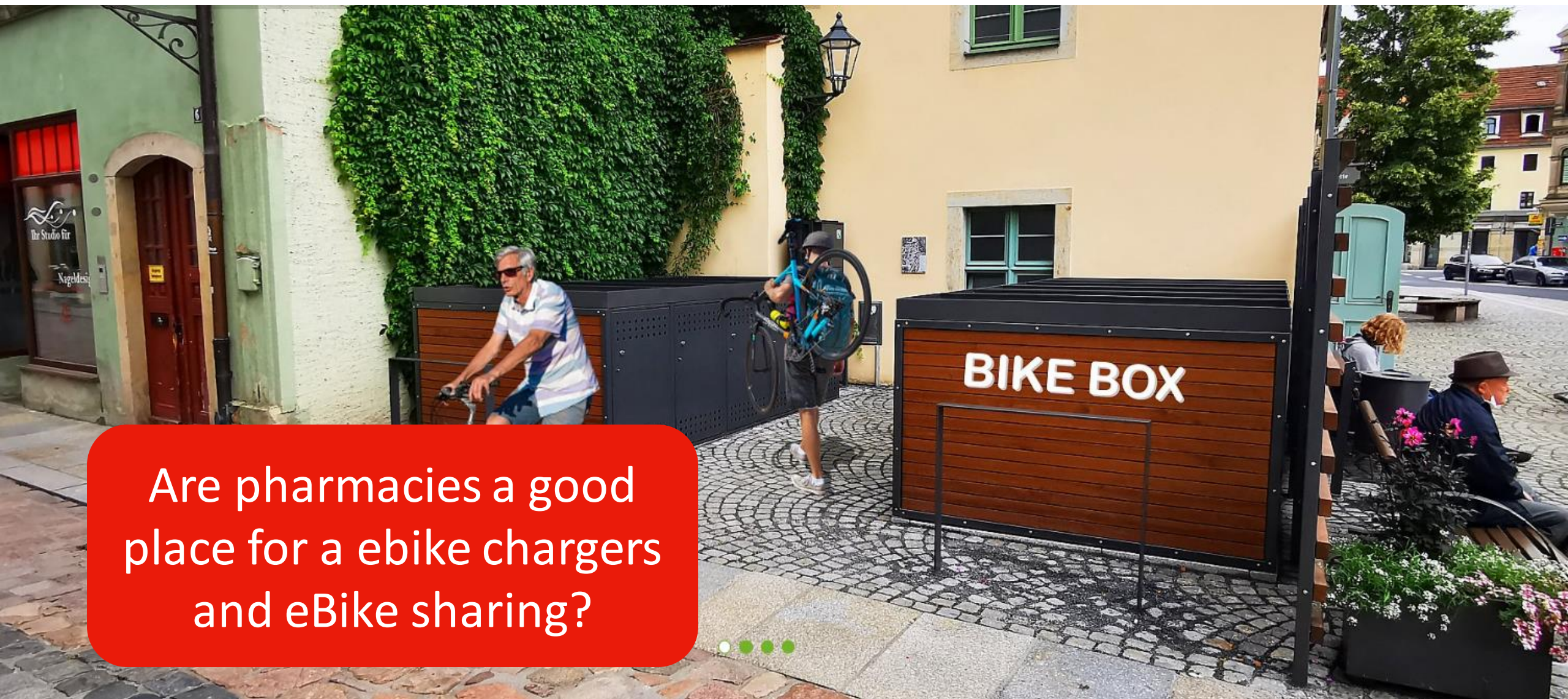
Last miles delivery



How engage delivery partners in the transition?



e-bike chargers with engagement program



Are pharmacies a good place for a ebike chargers and eBike sharing?

Possibile Digital & Physical engagement devices



Are there more hw device
that can be used for improve
the experience? (ie beacon, ...)



Missions to engage people around the Pharmacies



Attiva missione

Gruppo: Farmacia Pinco Pallo

Acchiappa i rifiuti

L'obiettivo della missione è quello di migliorare l'ambiente svolgendo attività di pulizia (es. raccolta rifiuti, pulizia superfici ecc) delle aree verdi. Almeno 3 dei partecipanti del gruppo devono caricare una foto prima e dopo dei lavori.

Dovrete concludere l'evento entro il **23/07/2023**

How engage new people to *impactful* missions related to wellbeing, healths and environment ?





World is changing quickly.
Can we do something more?

Let's join forces!

#ImprovePeoplesLives
#togetherness



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