AGENDA

✓ Grifols Background
✓ Top Management Involvement
✓ Engaging Employees
✓ Communicating the Message
✓ Presenting the Success
• Pharmaceutical Manufacturing in Clayton, NC
• ~1700 employees, ~700 acres, ~1.7 million square feet of production area
• Manufactures products from human plasma
• ISO 14001 Certified Program
GRIFOLS BACKGROUND
GLOBAL MANUFACTURER

INDUSTRIAL FACILITIES IN THE US, EUROPE & AUSTRALIA

DIAGNOSTIC MANUFACTURING FACILITIES
BIOSCIENCE MANUFACTURING FACILITIES
HOSPITAL MANUFACTURING FACILITIES
GRIFOLS BACKGROUND

WHAT DOES GRIFOLS DO?

PLASMA DONORS REPRESENT A CROSS-SECTION OF SOCIETY, INCLUDING COLLEGE STUDENTS, MILITARY PERSONNEL, HOMEMAKERS, PROFESSIONALS AND WORKERS. A DIVERSE POPULATION THAT SHARES A COMMON TRAIT: GOOD HEALTH.

**BY GENDER**

- 39% female
- 61% male

**BY RACE**

- 37% caucasian
- 31% african american
- 20% hispanic
- 9% others
- 2% south american
- 1% asian

**BY AGE**

- 41% 18-25
- 30% 26-35
- 16% 36-45
- 10% 46-65
- 3% 66-75
- 0% +76

"ONLY QUALIFIED-DONOR PLASMA IS USED TO PRODUCE PLASMA-DERIVED MEDICINES"

A qualified donor must donate twice within a six-month period without a positive test result and may donate as frequently as twice in a seven-day period with a full day in between. Grifols solely uses plasma from qualified donors to produce its plasma-derived medicines. Applicant-donor plasma is never used in the production of any Grifols medicine and is destroyed if the donor does not return for a second donation or has a positive test result.

WHO CAN DONATE PLASMA?
GRIFOLS BACKGROUND

WHY PLASMA?

COMPOSITION OF BLOOD AND PLASMA
GRIFOLS BACKGROUND

INTERESTING EXAMPLES OF GRIFOLS AT WORK...
TOP MANAGEMENT SUPPORT

ESTABLISH A CULTURE

“OUR CULTURE”

✓ Pursue an “esoteric” therapeutic practice

in – early 1940’s

of the conflict

dsive socialist

es
TOP MANAGEMENT SUPPORT
GLOBAL REPORTING INDEX

GRIFOLS MATERIALITY MATRIX

MATERIALITY
In accordance with the principles established in the GRI 101 Standard, the content of this report has been determined from a materiality analysis developed with the advice of an independent outside firm. It aims to identify the economic, environmental and social impacts of Grifols value chain and their influence on stakeholder decisions.

IDENTIFICATION
The process of identifying the material topics includes the analysis of sectoral trends and key pressures, as well as the analysis of topics that stakeholders consider material.

PRIORITIZATION AND VALIDATION
After identifying the material issues, the prioritization was carried out by consulting different sources.

• Identification of sustainability aspects that are critical to other peers and companies with similar activities to Grifols.
• Analysis of media and press releases specific to the sector.
• Interviews of managers in different areas to understand the Group’s priorities and validate material issues.

As a result of this process, Grifols has identified 11 relevant issues that form the foundation of this report.
TOP MANAGEMENT SUPPORT


- Context
- Interested parties
  - Significant aspects
  - Risks and opportunities
ENGAGING EMPLOYEES

Annual Training

Earth Day Contests

Adopt-a-highway

Compost Give-a-way

Wildlife Habitat Area

Click here

Click here

Click here
COMMUNICATING THE MESSAGE

- Lunch-and-Learn - energy engineers
- Tours with Wildlife Habitat Specialists
- Employee committed to waste/energy reductions
- Brochures

Where is electricity routinely used at the Clayton facility?

**2016 Electrical (kWh)**

- North Plant E447/E415
- B500
- NFF
- E610 Sterile Filling
- WFI/B400 Critical Power
- E630 Garnunex
- B350 PLC
- B200, B500 & B100 Critical Power (SG-200)
- All others
- B400
- WWTP
- BS43
- C580 Hospira
- E110 MPF
PRESENTING THE SUCCESS

R22 REFRIGERANT LOSSES

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<th>Year</th>
<th>R-22 Losses</th>
<th>Methanol Losses</th>
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<tr>
<td>2012</td>
<td>25,000</td>
<td>11,000</td>
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<tr>
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<td>20,000</td>
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<tr>
<td>2016</td>
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</tr>
<tr>
<td>2017</td>
<td>No losses</td>
<td>2,000</td>
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No R22 losses in 2017!!

2017 SARA 313 Form R Report
PRESENTING THE SUCCESS

LEED BUILDINGS

Grifols-Clayton constructed the first two LEED buildings ever in Johnston County. These buildings minimize energy consumption and reduce the companies environmental impact.
PRESENTING THE SUCCESS
ZERO WASTE TO LANDFILL

Increase in Landfill Diversion Rate Saved Money

[Graph showing the increase in landfills diversion rate from 2011 to 2017, with a corresponding decrease in waste cost/ton.]

Waste Cost/Equivalent Liters
Percent of Waste Diverted

LANDFILL-FREE COSTS
Going landfill-free requires investment and a long-term view. Upfront costs generally decrease in time, with revenue generated from recycling helping to offset the initial investment.

62% Waste Reduction
92% Cost Reduction

$10/Ton Waste Reduction Cost

GRIFOLS
Open storage/treatment lagoon

Ammonia reduction system

Wastewater recycled to flush waste from barns and water for greenhouse

Biogas: Rich in methane.

Psychrophilic (Ambient) anaerobic digester: Original covered lagoon-style anaerobic digester. Still in use, but not strictly necessary now that the farm has installed the heated digester.

Digestate: Stabilized, cured, dewatered and spread on farm as organic compost.

Preserving the success: Full circle recycle

Biogas: Used to run boilers to heat the greenhouse.

Transfer station for organic waste: Trucks bring discarded produce from supermarkets (and Grifols) to add to the mix.

Waste is flushed from barns

Irrigate Crops: Used to water cover crops.

Biogas: Rich in methane.

Thermophilic (Heated) anaerobic digester: Microbes break down the waste and produce methane.

PEG Waste, IGIV-C Filters and Paste as well as other recyclables

Wastewater recycled to flush waste from barns and water for greenhouse

Biogas: Rich in methane.

Waste
INVolving the community
<p>| | | |</p>
<table>
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<tr>
<td><strong>Sam Vedder</strong></td>
<td><strong>David Auge</strong></td>
<td><strong>David Graham</strong></td>
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**WE ARE GRIFOLS**