

Galenica Santé

Our commitment to provide Swiss healthcare provision

Jean-Claude Clémenton
Head of Retail Business sector
Designated CEO Galenica Santé

Media Conference, 14 March 2017

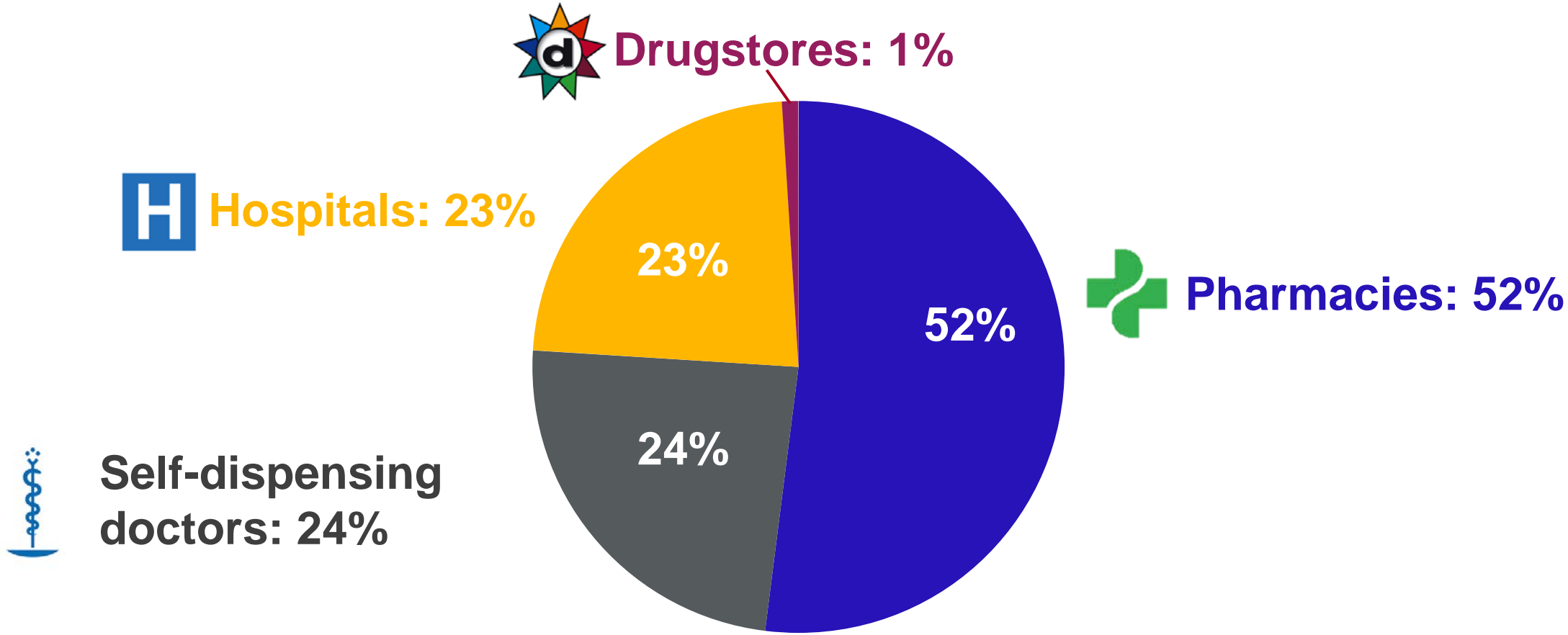
Our market environment

Stable – attractive – with growth potential



Swiss healthcare market

The pharmacy is the most important sales channel



market volume 2015:
CHF 5.4 billion¹⁾

Source: Company information. Interpharma. IMS. 2015 prescription drug (Rx), reimbursable generic drugs (Gx) and OTC markets at ex-factory prices respectively as per Interpharma
Note: 1) Pharmaceutical market size of CHF 5,383m (at ex-factory prices) as per Interpharma used vs. IMS market size of CHF 5,310m (at ex-factory prices)

Retail – good starting position for Galenica Santé

500 pharmacies serving 90'000 customers per day



160



99



69



167¹⁾

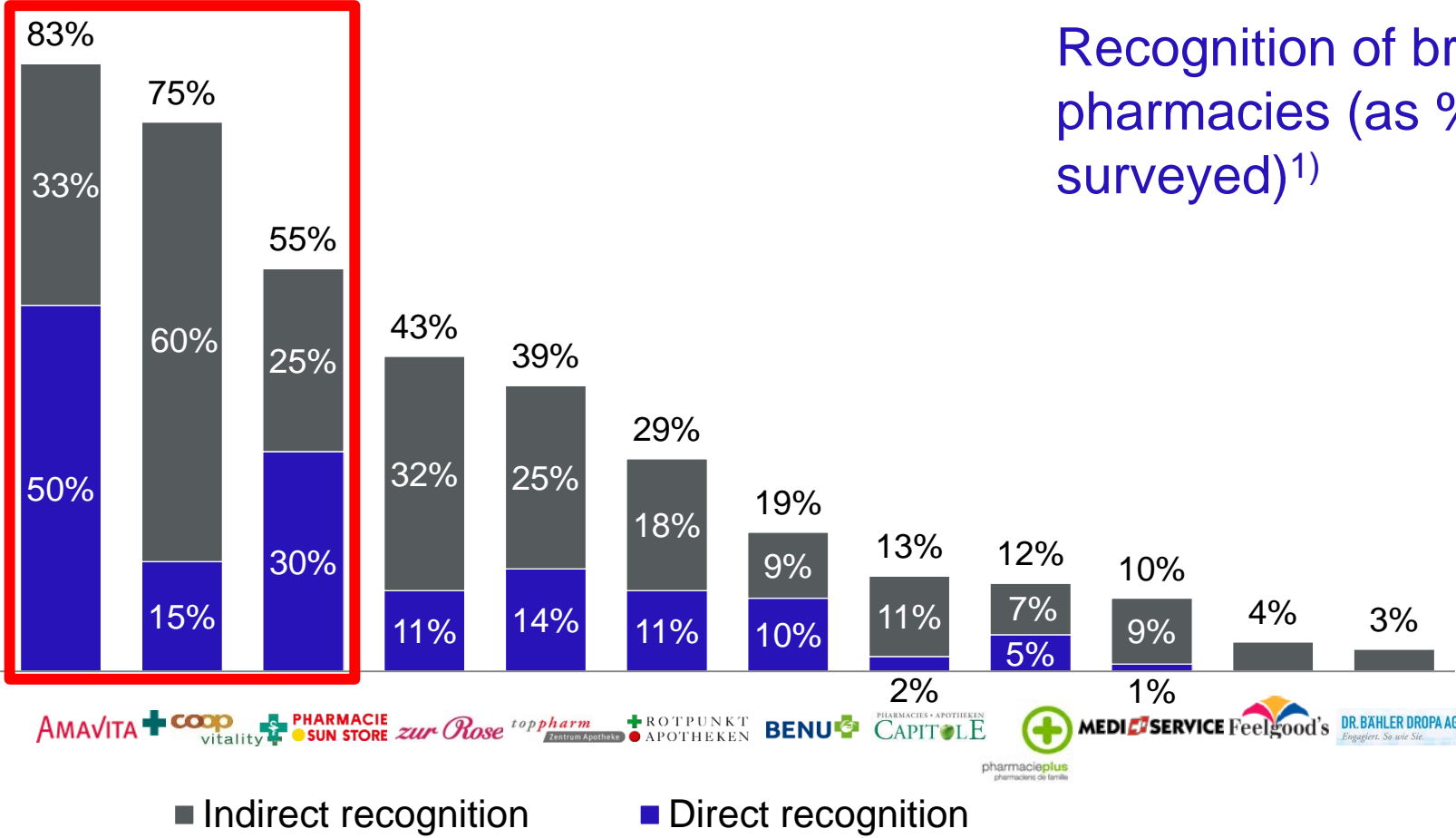


1

Source: Company information, Note: 1) Includes nine Amavita partners

Retail – customer survey 2015

Best brand recognition of our pharmacy chains



Source: MRC Research & Consulting, Company information
 Note: 1) Based on online survey of 1,004 people. Source: MRC Research & Consulting 2015

Pharmacies

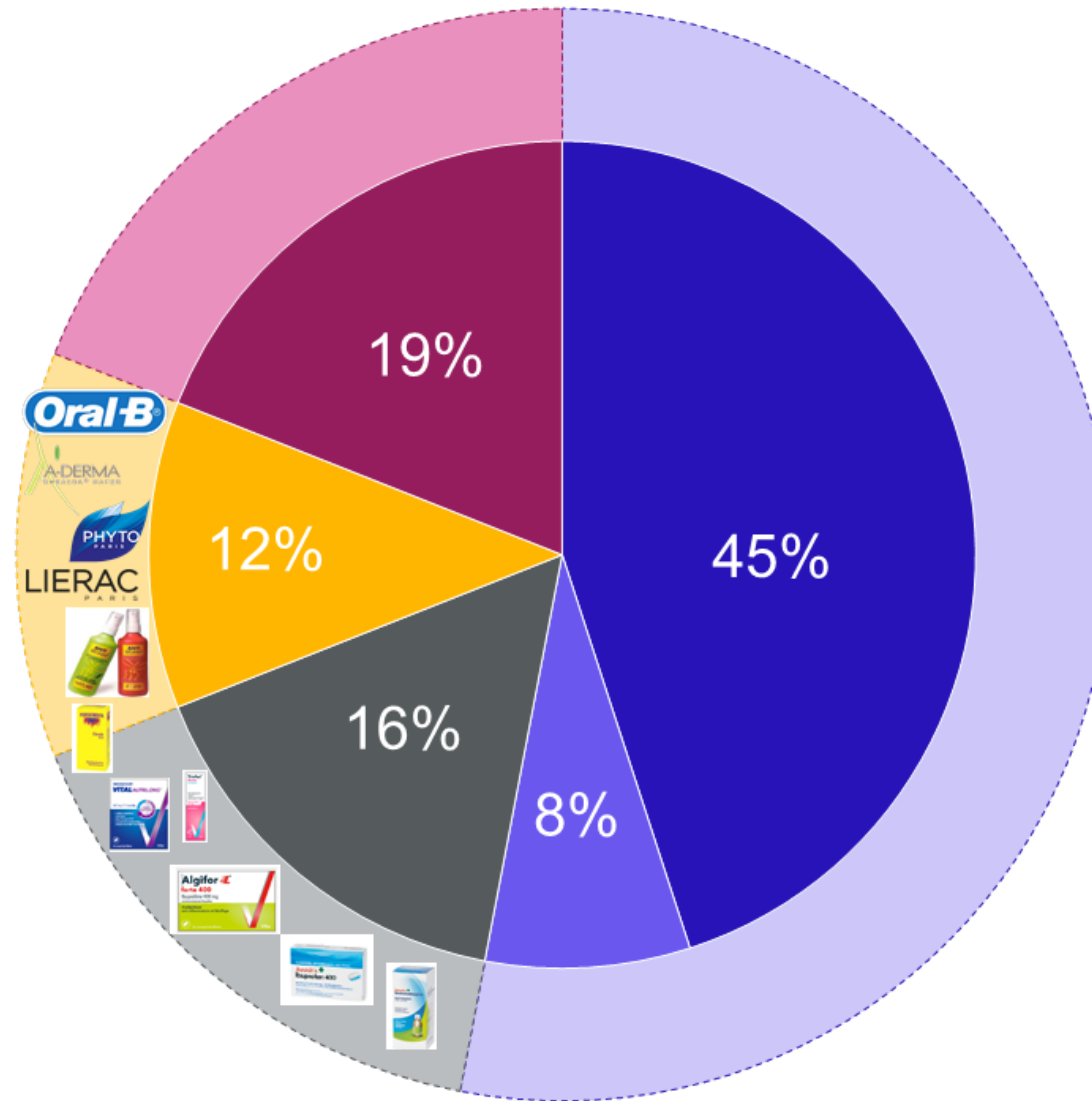
High trust in good advice



**Trust
&
Advice
==>
Frequency**

Diversified product portfolio... for health, beauty and wellbeing

GalenicCare's
retail product offering¹⁾
(% of sales 2015)



■ RX ■ OTC ■ Beauty & Personal Care ■ Other²⁾ ■ of which GX

Source: Company information
Notes: 1) Excluding Winconcept
2) Other includes parapharmaceuticals, nutrition and others

Diversified product portfolio... ...supported through services

CardioTest®



Polymedication check



Hearing check



AllergyCheck



GlutenCheck



Flu vaccination



Neu

Ihre Amavita Apotheke impft Sie ohne
Vor Anmeldung gegen die Grippe!

Schützen Sie sich vor einer Ansteckung und
Erkrankung mit der Grippeimpfung.

NEU

Walk-in clinic



Neu

Diabetes check



Neu

Source: Company information

Retail offer – stationary leader goes online with click & collect and prescription upload



AMAVITA+ Produkte, Marken oder Themen suchen

WILLKOMMEN, OLIVER JONES! NICHT SIE? ANMELDEN EIN KONTO ERSTELLEN

+41 (0) 58 852 82 82 Kontaktieren Sie uns

HAAR DERM DÜFTE GESICHT & KÖRPER MÄNNERPFLEGE GESUNDHEIT DIENSTLEISTUNGEN & TIPS STARCARD ÜBER UNS STANDORTE

VOM 4. BIS 8. MÄRZ
-40%
 AUF ALLE ANTI-AGE-PRODUKTE
 NEOVADIOL - LIFTACTIV
 IDEALIA- SLOW AGE

SICH EINFACH BESSER FÜHLEN.

LA ROCHE-POSAY: -SCHF AUF GESICHTSPFLEGE

5 CHF Rabatt
 beim Kauf einer Gesichtspflege

-5 CHF = **Kostenlos**

DIE EXPERTENPFLEGE FÜR IHRE EMPFINDLICHE HAUT!

Shop Beauté

Mon SUN STORE

Votre ordonnance préparée à l'avance

- rapide
- pratique
- facile

Nouveau Votre ordonnance préparée à l'avance. Téléchargez en un clic et récupérez votre ordonnance à Lau...

Utilisez maintenant

Retail – in tune with the customer and the patient

Our priorities 2017

- 1. Pharmacies – enlarge network**
- 2. Improve online offerings → click & collect**
- 3. Efficiency = simplify & unify processes**

Products & Brands

Preferred partner of pharmacies and drugstores

Mother Brands (CH)

Triofan
Schmerzmittel
Ibuprofen 200 mg
Paracetamol 500 mg
Vifor Pharma

Merfen
Wässrige Lösung
100 ml
Dispersionsformulierung
Vifor Pharma

Algifor forte 400
Ibuprofen 400 mg
als Ibuprofen-Natrium
Schmerzmittel
entzündungshemmend und fiebersenkend
10 Filmtabletten
Vifor Pharma

VITAL CLASSIC
7.5 mmol
Magnesium
100 mg / 15 mmol
Vifor Pharma

MAGNESIUM
VITAL CLASSIC
7.5 mmol
Magnesium
100 mg / 15 mmol
Vifor Pharma

Global Brands (CH + International)

PERSKINDOL
Cool Gel
Wollwurz
100 mg
Sportverletzungen
Vifor Pharma

PERSKINDOL
Classic Gel
100 mg
Vifor Pharma

PERSKINDOL
Dolo Gel
100 mg
Vifor Pharma

ANTI BRUMM
NATUREL
100 ml
Vifor Pharma

ANTI BRUMM
FORTE
100 ml
Vifor Pharma

Partner Brands (CH)

Vitafor
probi+intestis
40 Kapseln
Vifor Pharma

Clearblue
DIGITAL
Vifor Pharma

LIERAC
HYDRAGÉNÉRIE
Vifor Pharma

Oral-B
VITALITY
PRECISION
TESTLIEGER
Vifor Pharma

Ginsana
G115
Vifor Pharma

PHYTO 7
PHYTOJOBA
Vifor Pharma

Retail Own Brands (CH)

AMAVITA +

coop vitality +

Source: informations de la société.

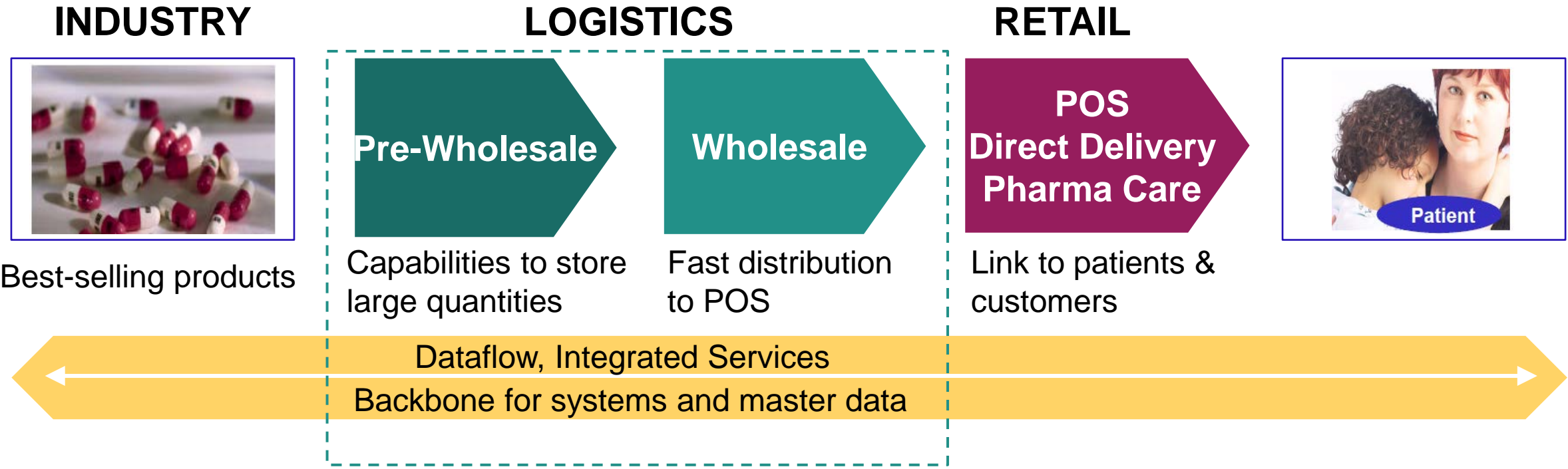
Products & Brands – the partner for specialised retail


Our priorities 2017

- 1. Attractive offering for specialised retail**
- 2. Leverage OTC brand position**
- 3. Enlarge offering for own and partner brands**

Services – the partner of services


for all players in the Swiss healthcare market



 1,774 pharmacies

 533 drugstores

 333 hospitals

 5,809 self-dispensing doctors

Source: Company information

Services – Alloga – Galexis – Pharmapool – Medifilm – HCI

Proof of achievement thanks to long-term partnerships

Alloga



Every 2nd pack

...dispensed to a patient in Switzerland was previously stored in the Alloga warehouse

Galexis ufd



150,000

...order lines per day can be processed by Galexis (corresponds to 500,000 packs)



More than 7,000

...patients, number steadily increasing

HCI Solutions



-80°C

...the lowest temperature at which Alloga is able to store products



45

...minutes from order entry to dispatch in Galexis facility



All pharmacies and hospitals

... in Switzerland use PharmINDEX and HospINDEX – both products of HCI Solutions

Source: Company information, Galenica Annual Report 2014

Services – leading partner of services

Our priorities 2017

- 1. Strengthen the position as leading service provider**
- 2. Implement modular solutions**
- 3. Set new benchmarks by offering innovative offers**

Galenica Santé – integrated healthcare provider for all players in the Swiss healthcare market



GALENICA



Corporate Executive Committee Galenica Santé

The future management team



Jean-Claude Cléménçon
CEO



Felix Burkhard
CFO



Jean-Claude Cléménçon
Head of Retail



Torvald de Coverly Veale
Head of Products & Brands



Christoph Amstutz
Head of Services

Galenica Santé – the future has just started...

Let's pull together in the same direction!



Alloga

coop vitality+

G-Pharma

medifilm

HCI Solutions

MEDI SERVICE

APOTHEKE SUN STORE

Galexis

Feelgood's

PHARMAPOOL
Praxiserprob.

ufd

1L Logistics

aprioris
EINFACH GESUND

Vifor Consumer Health

AMAVITA