

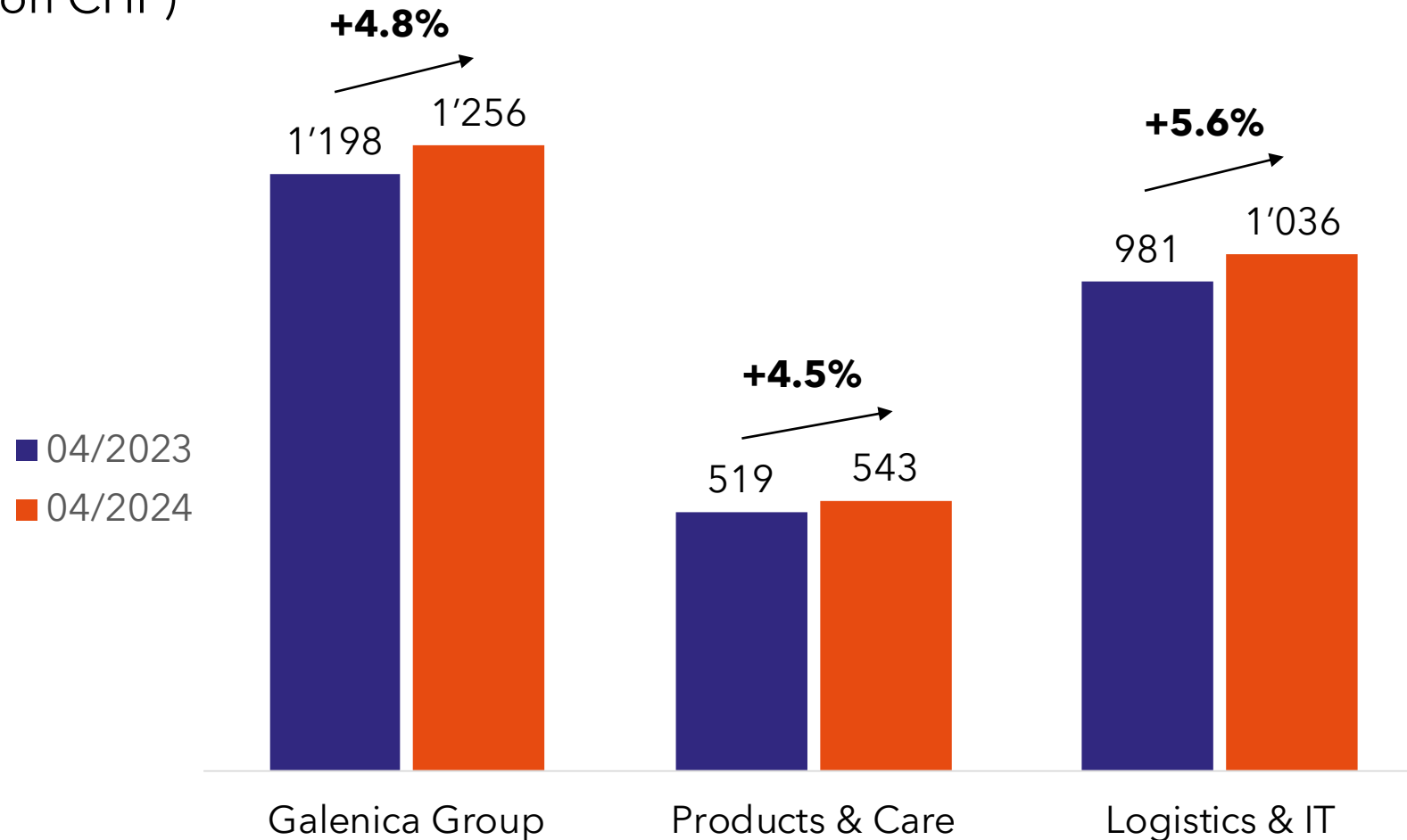
Sales update April 2024 YTD

May 2024

Galenica Group

Pleasing sales growth in the first 4 months of 2024

Net sales (in million CHF)



Galenica Group

Sales growth in all business areas

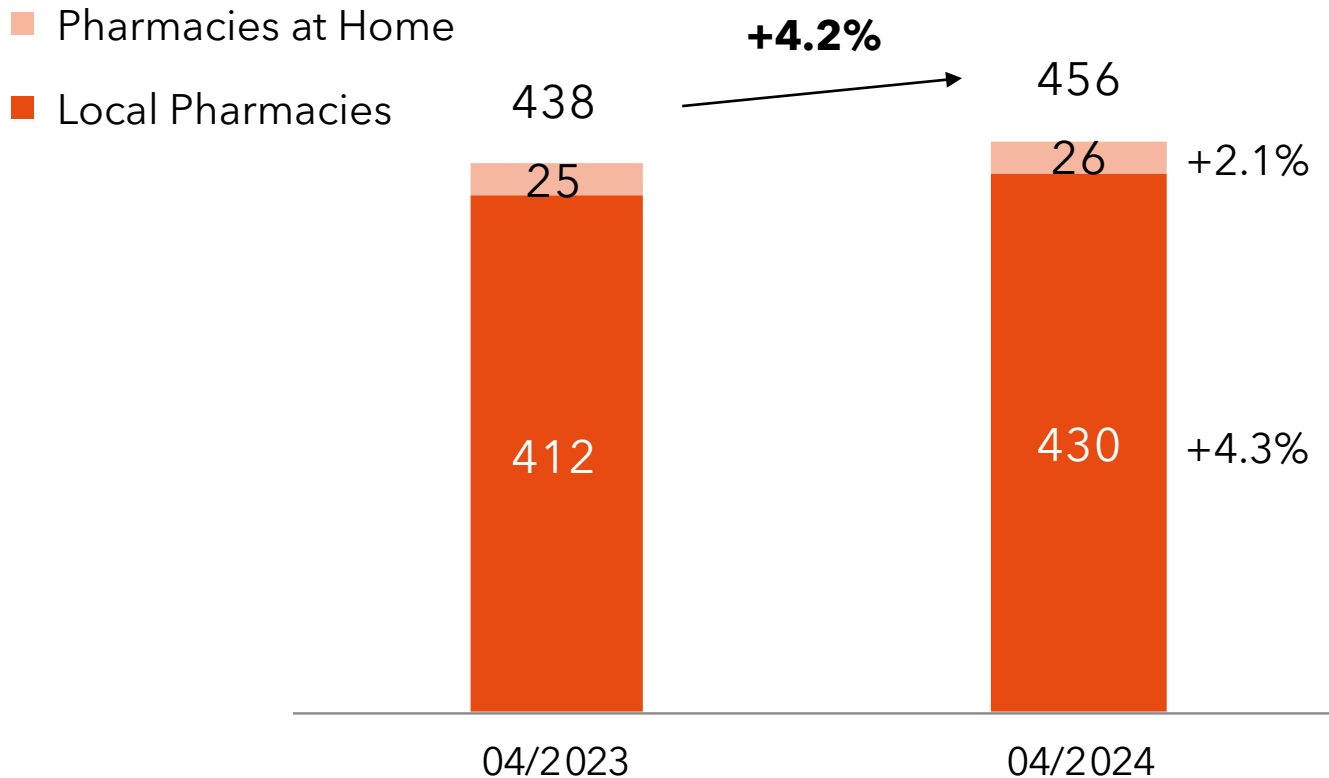


Net sales (in million CHF)	2024	2023	change
Local Pharmacies	430	412	+4.3%
Pharmacies at Home	26	25	+2.1%
Retail (B2C)	456	438	+4.2%
Products & Brands	64	61	+5.2%
Services for Professionals	27	25	+11.7%
Professionals (B2B)	91	85	+7.1%
Products & Care	543	519	+4.5%
Wholesale	992	941	+5.4%
Logistics & IT Services	52	47	+11.6%
Logistics & IT	1'036	981	+5.6%
Corporate and eliminations	-323	-302	
Galenica Group	1'256	1'198	+4.8%

Retail B2C

Pleasing organic sales growth

Net sales (in million CHF)



Portfolio of local pharmacies expanded by 5 locations: expansion impact¹ of **+1.0%**

AMAVITA+ **SUN STORE**

Strong growth of **generics, substitution rate** further increased from 75.2% end of 2023 to **80.5%**

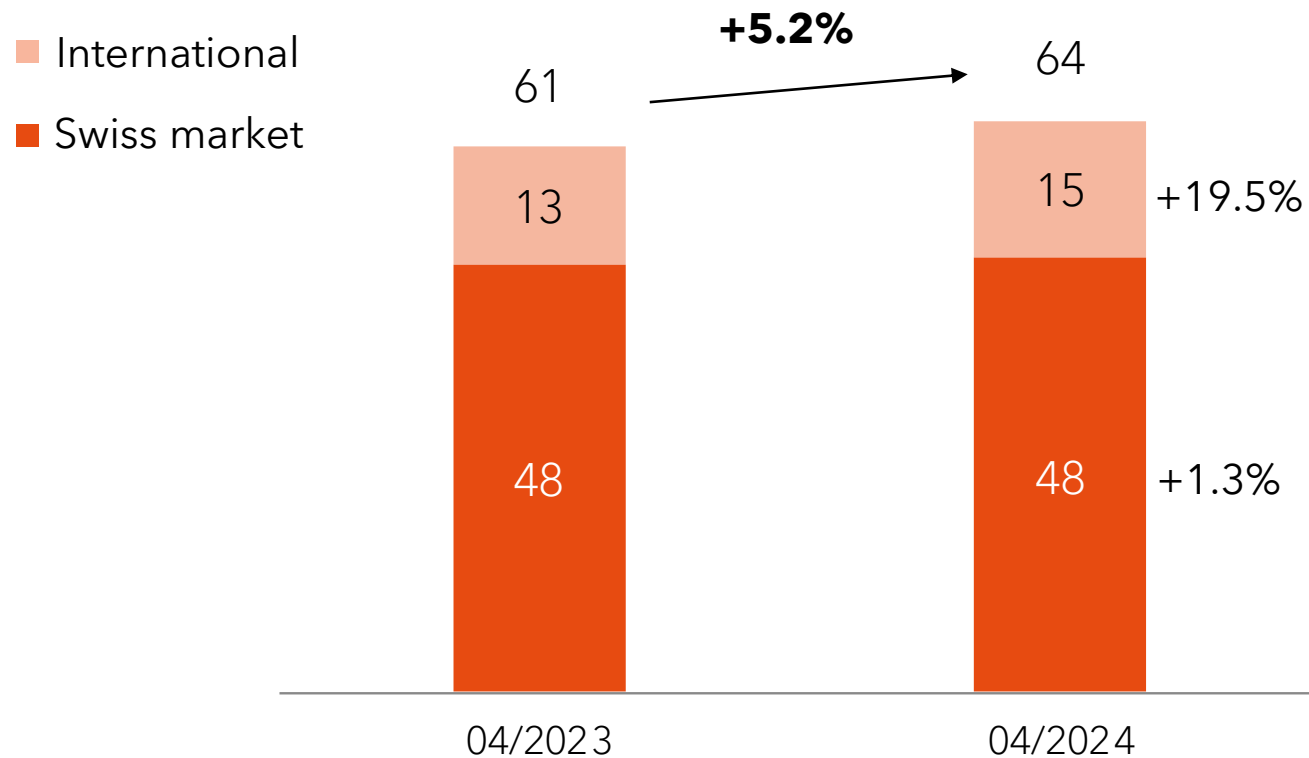
Impact of price cuts² **-1.5%**

- 1) The effect of net expansion is calculated only including point of sales without a full year period comparison (acquisitions, openings and closure of pharmacies)
- 2) Mandatory price reductions of medications reimbursed by health insurers of the specialities list (SL/LS) released by the Federal Office of Public Health (FOPH), calculated based on volumes of previous period

Products & Brands

Market share gains and strong international growth

Net sales (in million CHF)



International:

- Organic growth of **+17.9%¹**

Swiss market:

- Organic growth of **-0.5%¹**
- Growth of market sales CH² **+6.9%**
- Market share² of Product & Brand **10.8%**

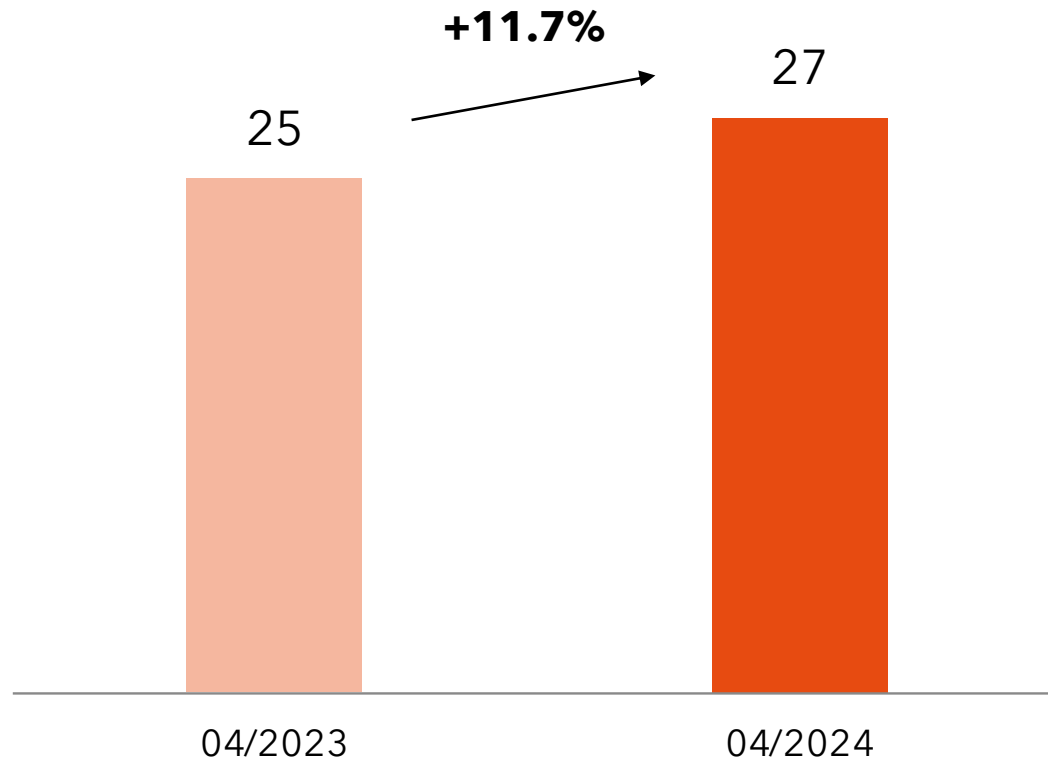
1) Expansion impact related to acquisition of Padma AG in Jan 2023, the effect of net expansion is calculated only including business activities without a full year period comparison (acquisitions and new license agreements)

2) © IQVIA Switzerland - Consumer Health market April 2024 (without Covid-19 self-tests)

Services for professionals

Strong sales growth in elderly care segment

Net sales (in million CHF)



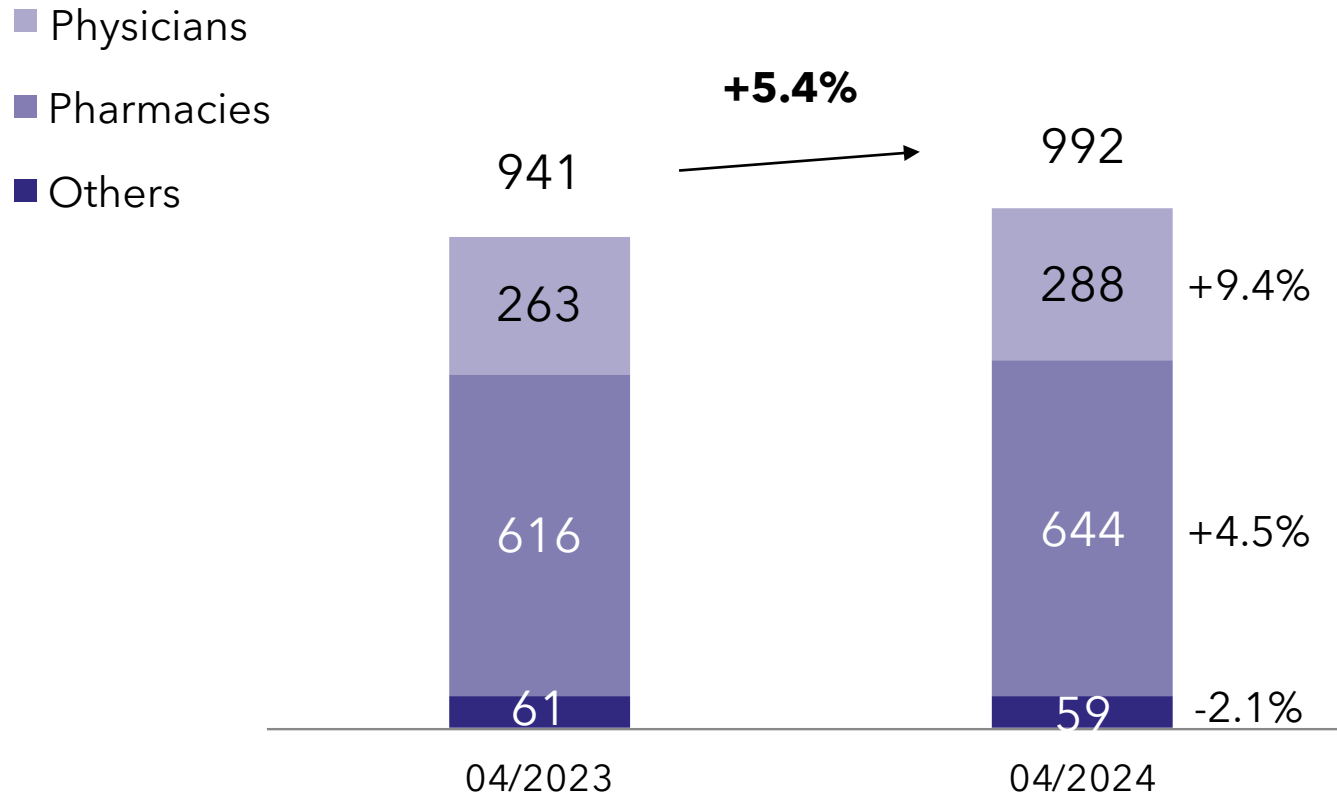
Strong growth with services for homecare organisations and nursing homes



Wholesale

Further market share gains

Net sales (in million CHF)



Market share gains both in physicians and pharmacies segments

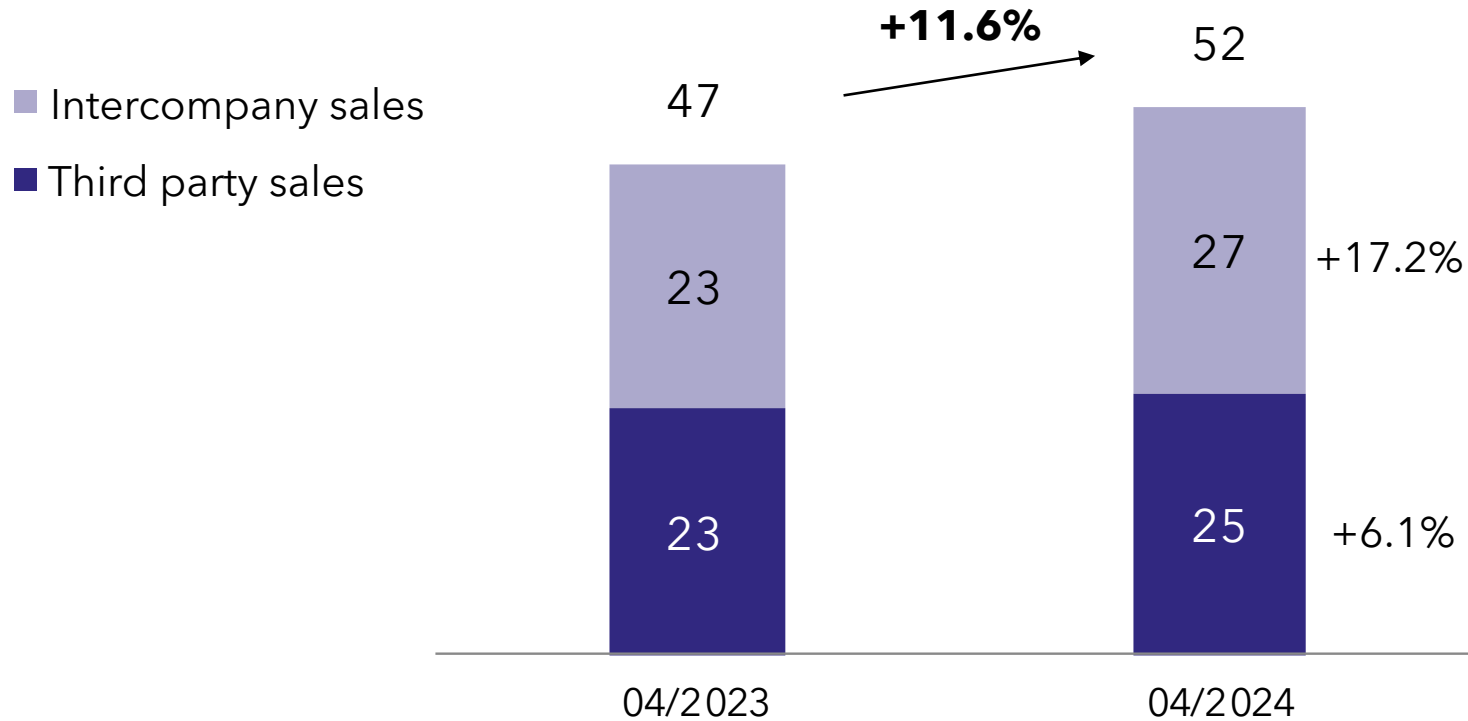
Impact of price cuts¹
-1.6%

1) Mandatory price reductions of medications reimbursed by health insurers of the specialities list (SL/LS) released by the Federal Office of Public Health (FOPH), calculated based on volumes of previous period

Logistics & IT Services

Pleasing sales growth

Net sales (in million CHF)

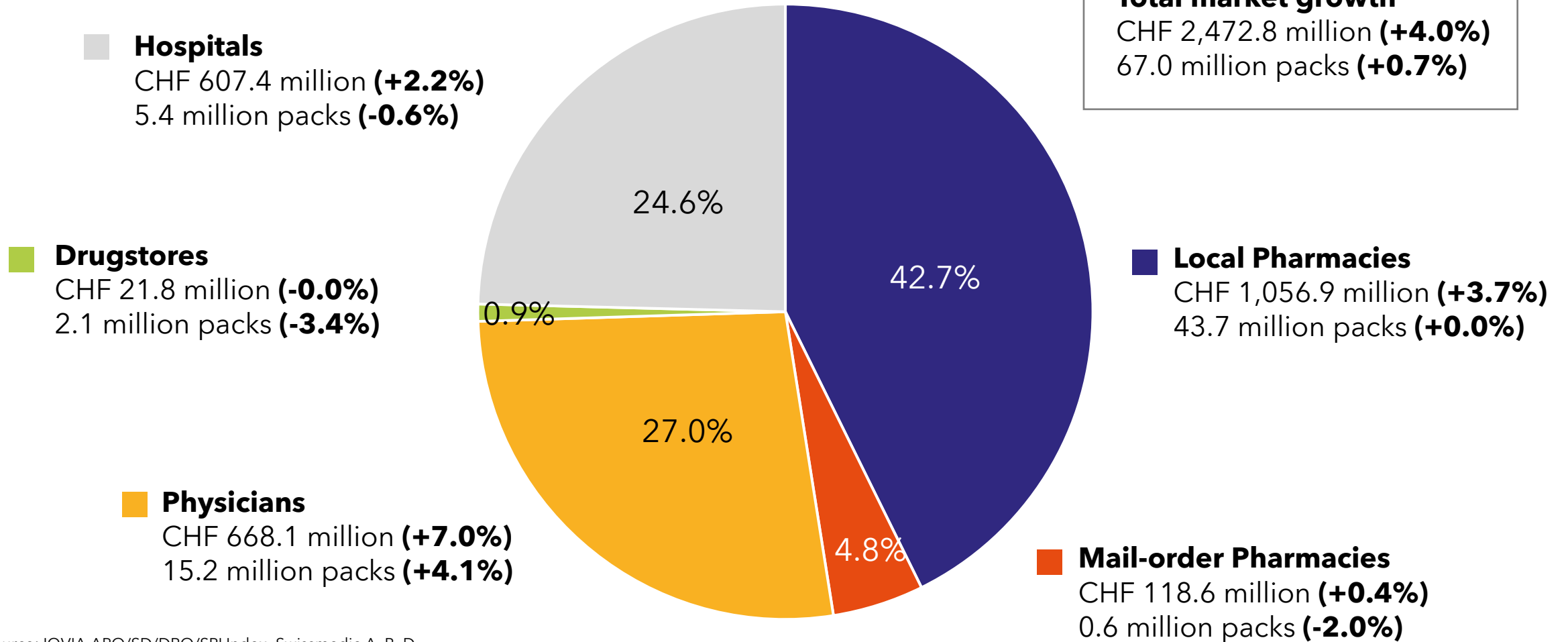


Further growth with IT services and pre-wholesale distribution



Swiss pharmaceutical market 04/2024

Allocation by value
(ex-factory price)



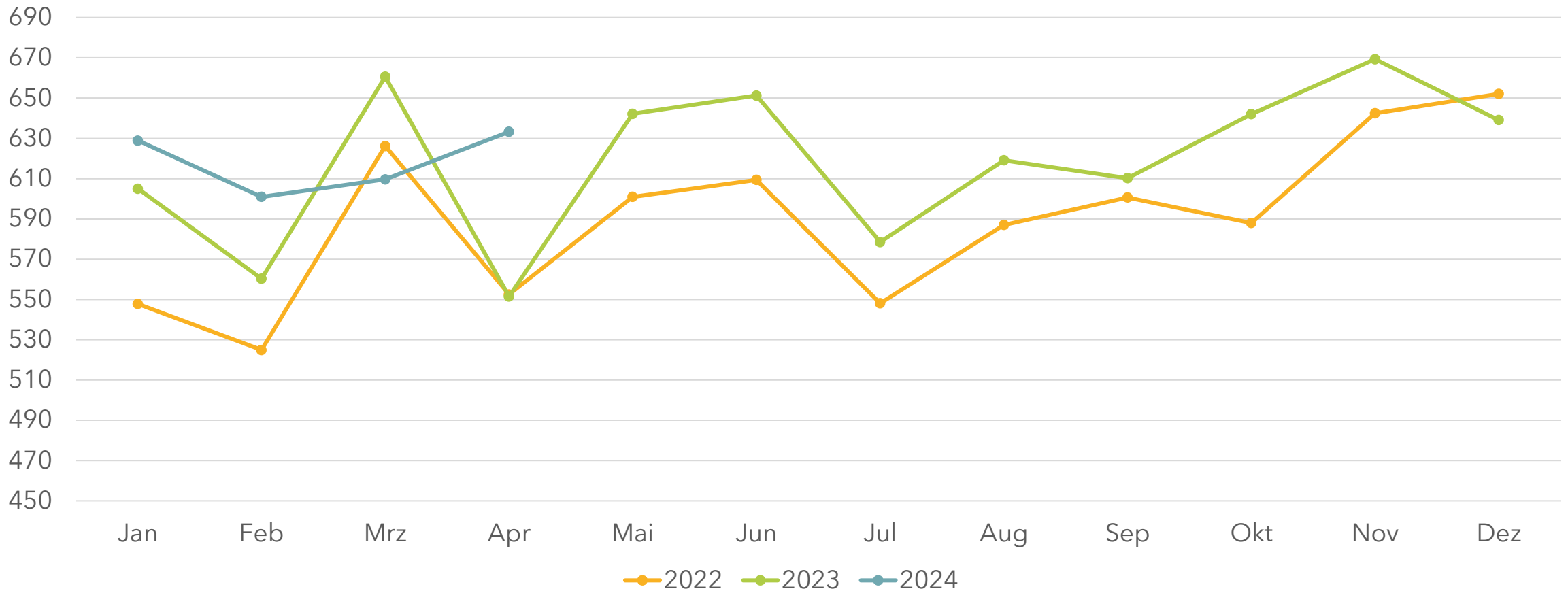
Total market growth
 CHF 2,472.8 million **(+4.0%)**
 67.0 million packs **(+0.7%)**

Source: IQVIA APO/SD/DRO/SPI Index, Swissmedic A, B, D
 Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 © IQVIA Switzerland - Swiss pharmaceutical market April 2024

Swiss pharmaceutical market

Solid growth in four first months of 2024

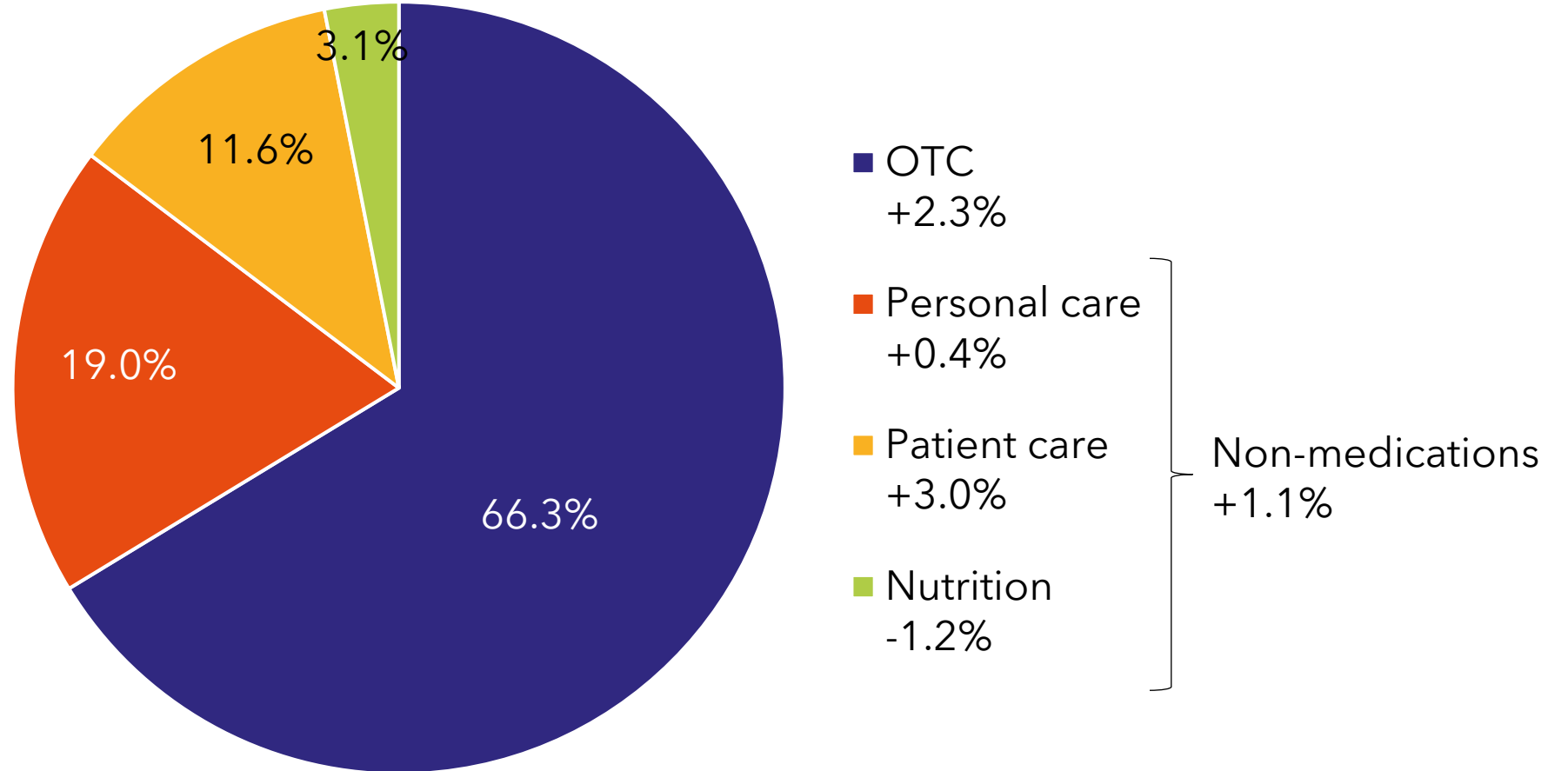
in million CHF



Source: APO/SD/DRO/SPI Index, Swissmedic A, B, D
 Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 © IQVIA Switzerland - Swiss pharmaceutical market April 2024

Swiss consumer healthcare market 04/2024

Total market
CHF 917 million
+1.9%



Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices
© IQVIA Switzerland - Consumer Health market April 2024 (without Covid-19 self-tests)

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