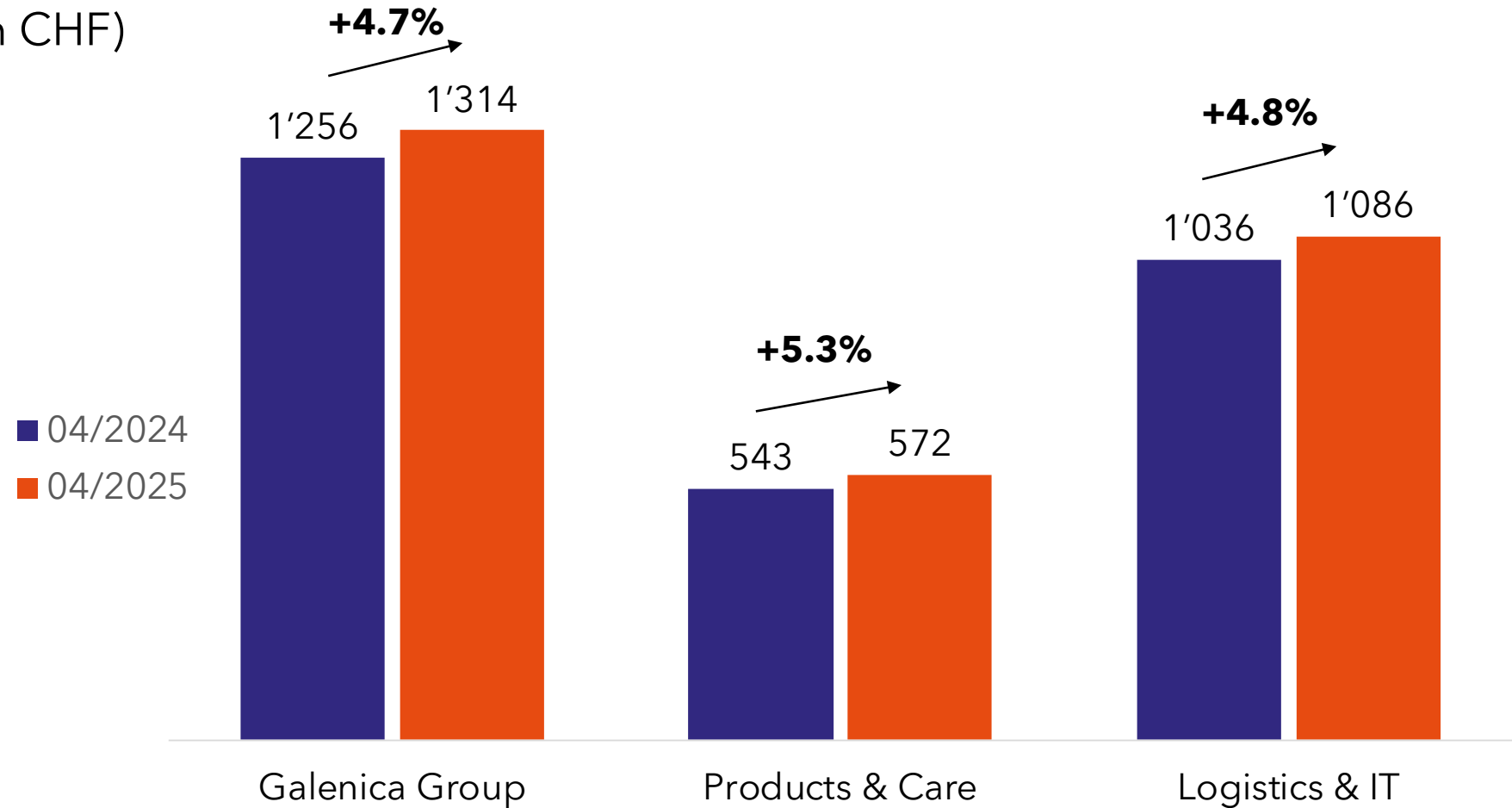


# Sales update April 2025 YTD

May 2025

## Pleasing sales growth in the first 4 months of 2025

**Net sales** (in million CHF)



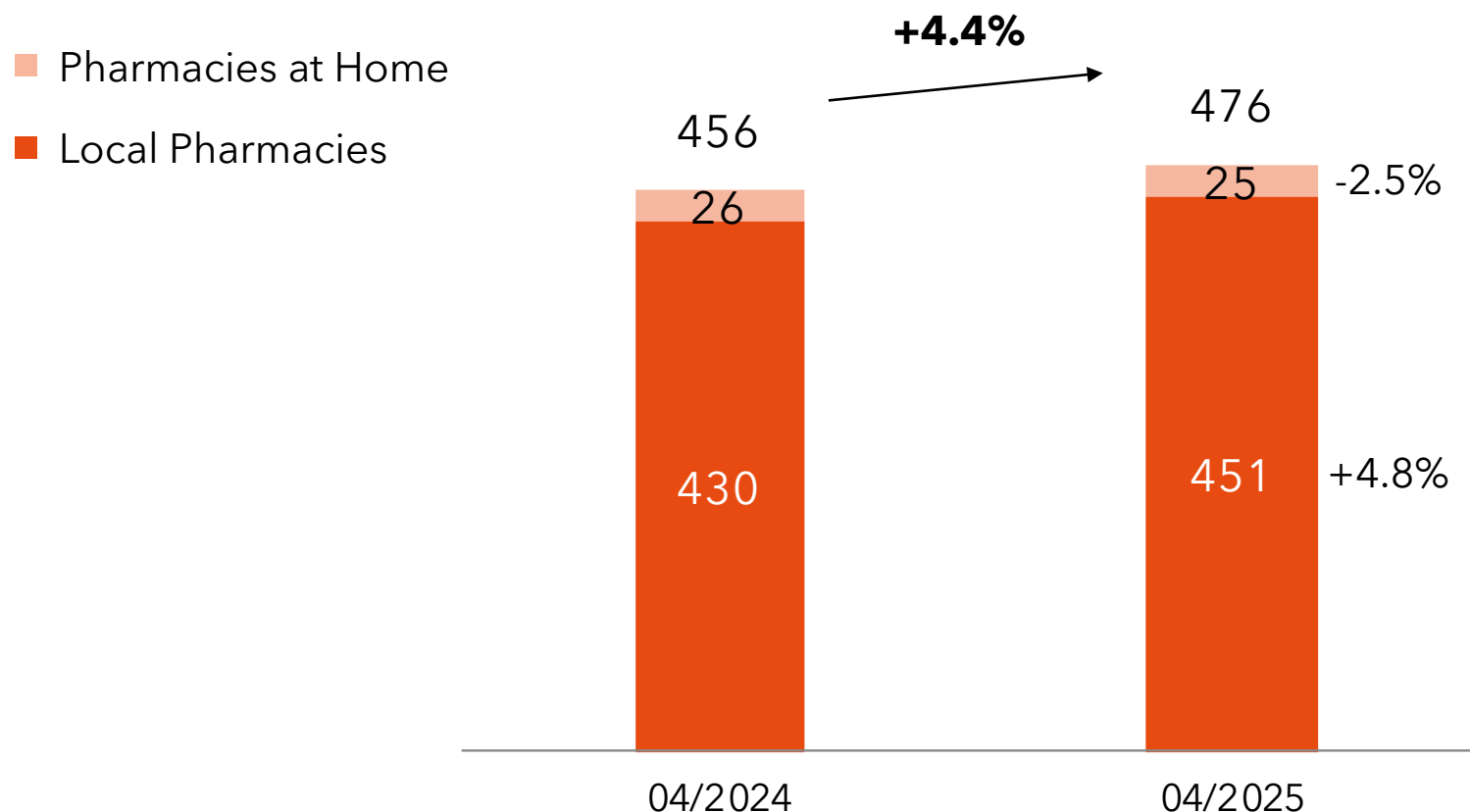
## Sales growth supported by both segments

<b>Net sales</b> (in million CHF)	<b>04/2025</b>	<b>04/2024</b>	<b>change</b>
Local Pharmacies	451	430	+4.8%
Pharmacies at Home	25	26	-2.5%
<b>Retail (B2C)</b>	<b>476</b>	<b>456</b>	<b>+4.4%</b>
Products & Brands	70	64	+9.7%
Services for Professionals	28	27	+3.5%
<b>Professionals (B2B)</b>	<b>98</b>	<b>91</b>	<b>+7.9%</b>
<b>Products &amp; Care</b>	<b>572</b>	<b>543</b>	<b>+5.3%</b>
Wholesale	1'040	992	+4.8%
Logistics & IT Services	56	52	+6.4%
<b>Logistics &amp; IT</b>	<b>1'086</b>	<b>1'036</b>	<b>+4.8%</b>
Corporate and eliminations	-344	-323	
<b>Galenica Group</b>	<b>1'314</b>	<b>1'256</b>	<b>+4.7%</b>

# Retail B2C

## Strong sales growth with prescription medicines

### Net sales (in million CHF)



Portfolio of local pharmacies expanded by 4 locations: expansion impact<sup>1</sup> of **+1.5%**

AMAVITA+

+ SUN STORE

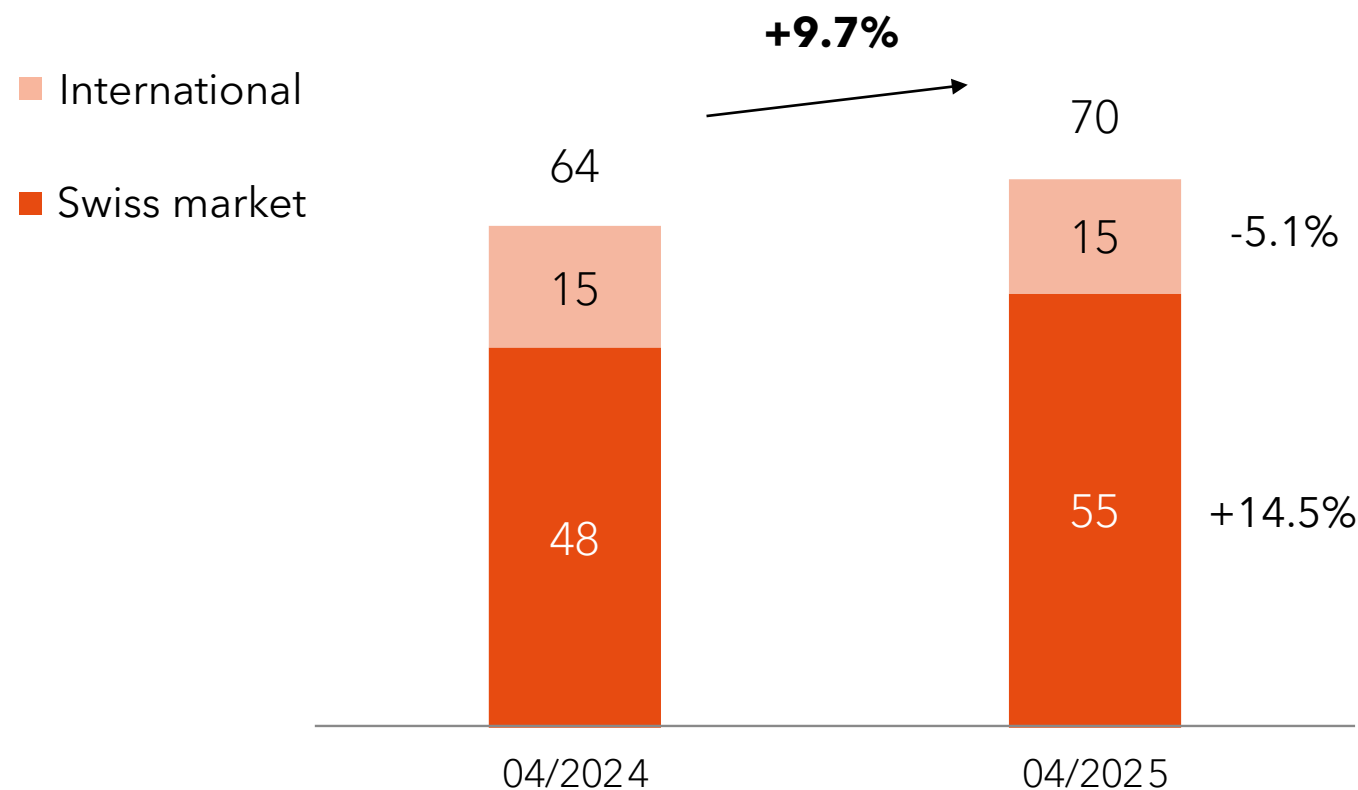
**Generics substitution rate** remains with **77.3%** at high level (79.2% at Dec 2024).

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)

# Products & Brands

## Strong growth in the Swiss market

### Net sales (in million CHF)



#### Swiss market:

- Growth due to expansion of **+7.4%**
- Organic growth of **+7.1%**<sup>1</sup>
- Growth of CH market sales<sup>2</sup> **+3.2%**
- Market share<sup>2</sup> of **11.2%**

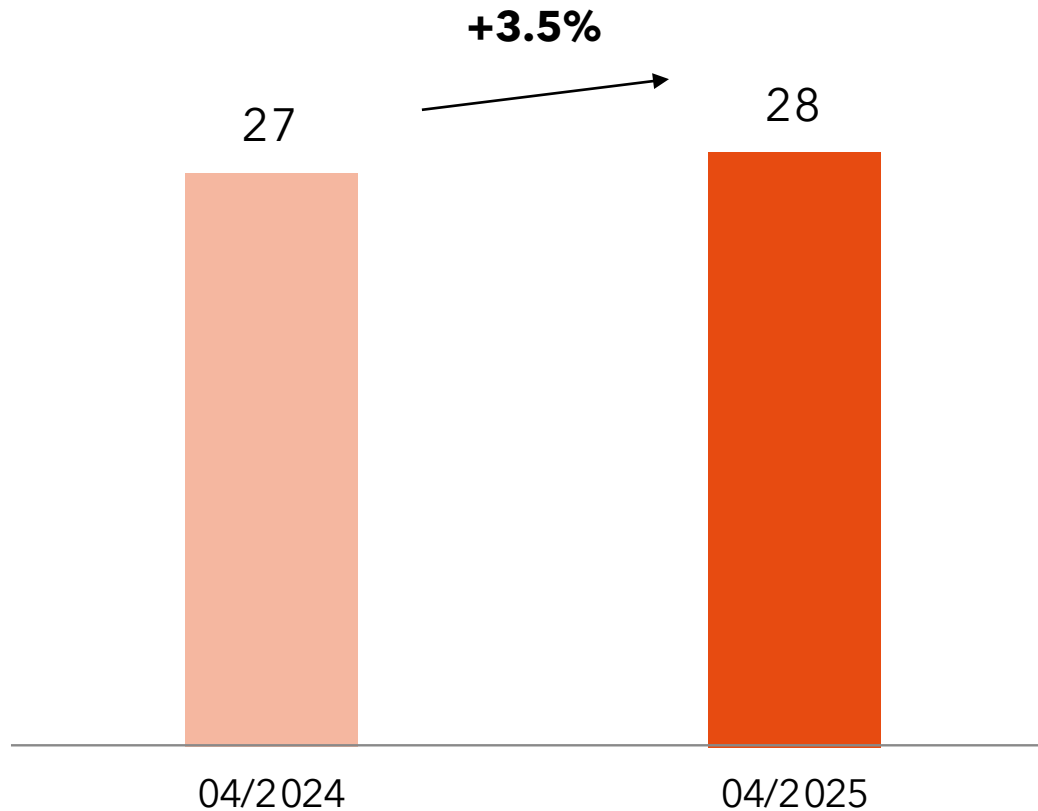
1) Expansion impact related new licence agreements in Jan. 2025, the effect of net expansion is calculated only including business activities without a full year period comparison (acquisitions and new license agreements)

2) Product sales to end customers of Verfora, Spagyros and Padma products (like-for-like, streetprices), IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, Consumer Health market April 2025 YTD

# Services for professionals

## Pleasing sales growth in the homecare business

**Net sales** (in million CHF)



Consistent, pleasing growth with services for homecare organizations and nursing homes, negatively impacted by a decline in Winconcept sales

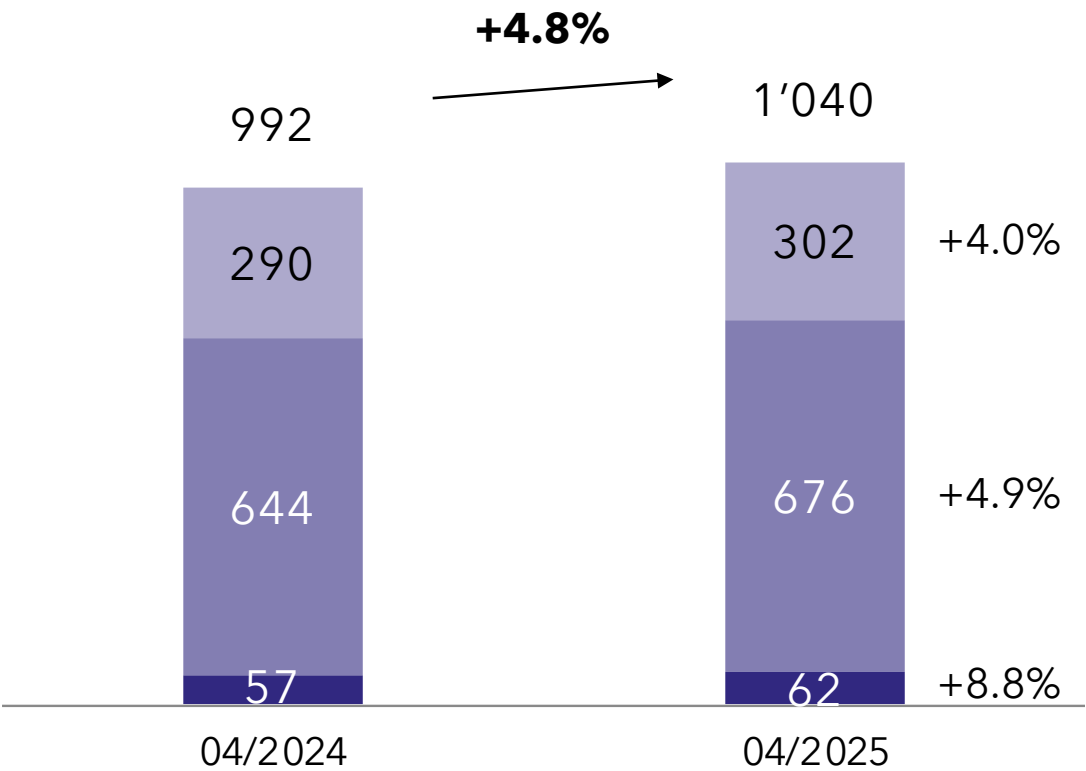


# Wholesale

Growth in line with market development

**Net sales** (in million CHF)

- Physicians
- Pharmacies
- Others

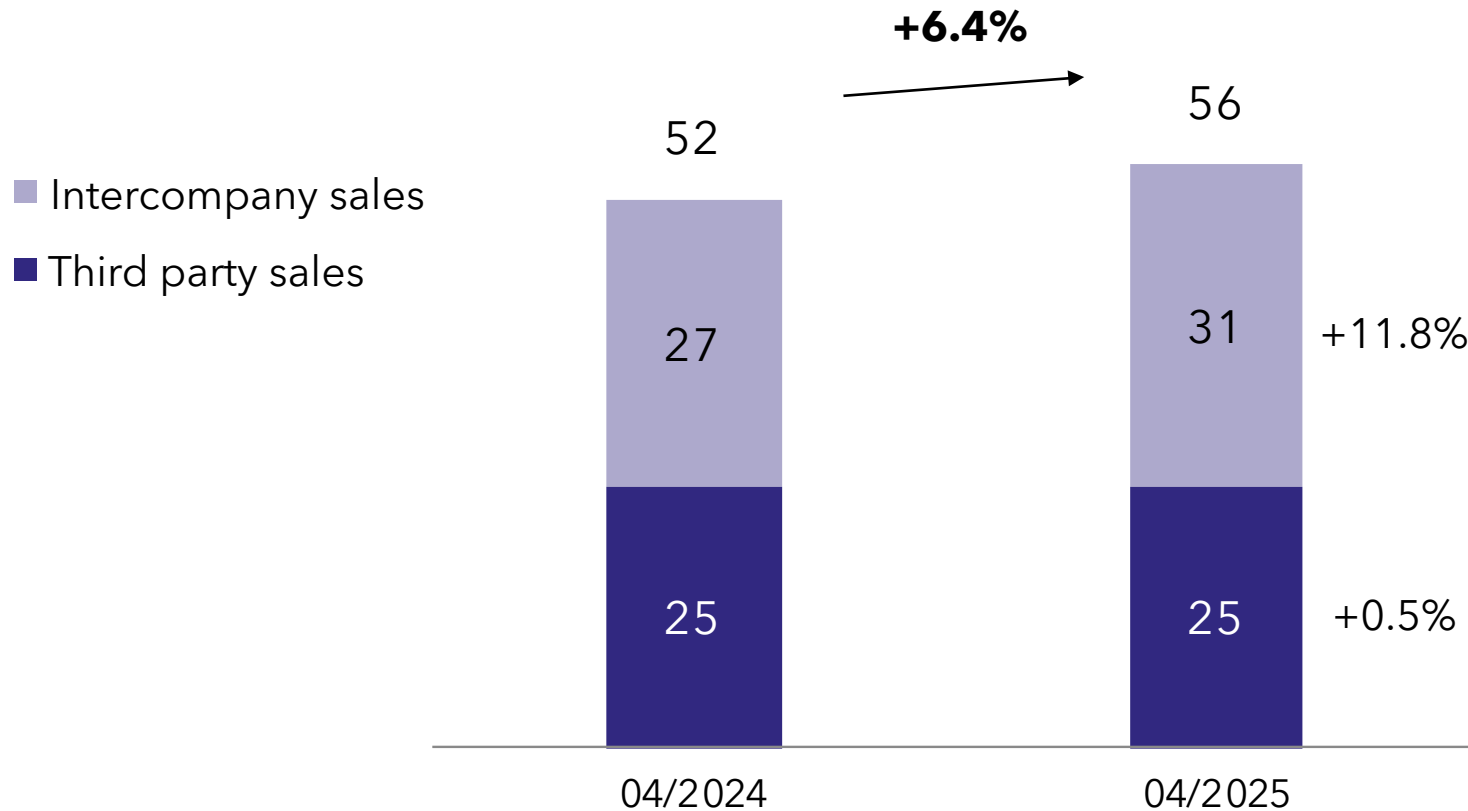


Further **market share gains** in physicians segment

# Logistics & IT Services

Sales growth driven by internal IT services

**Net sales** (in million CHF)



Modest growth continues in IT services and pre-wholesale distribution

 Alloga

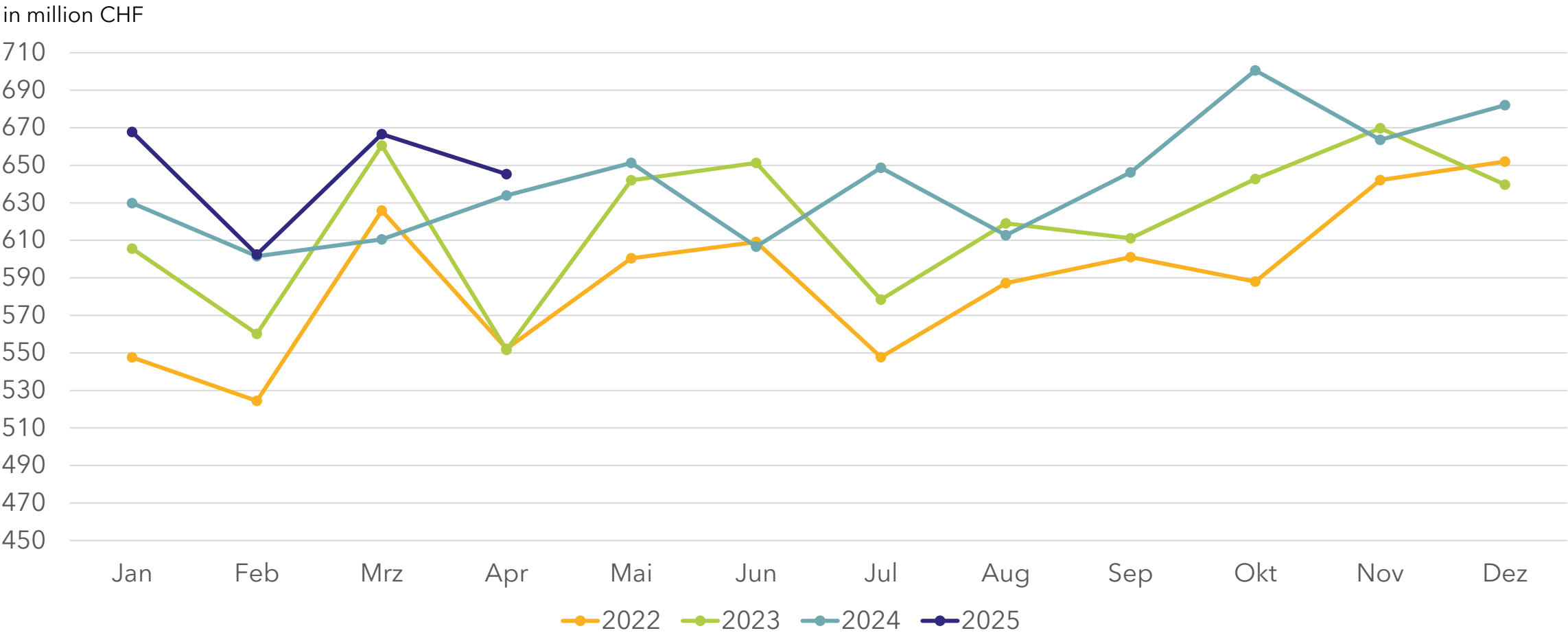
 AQUANTIC  
CLEARLY AHEAD

 HCIH  
solutions



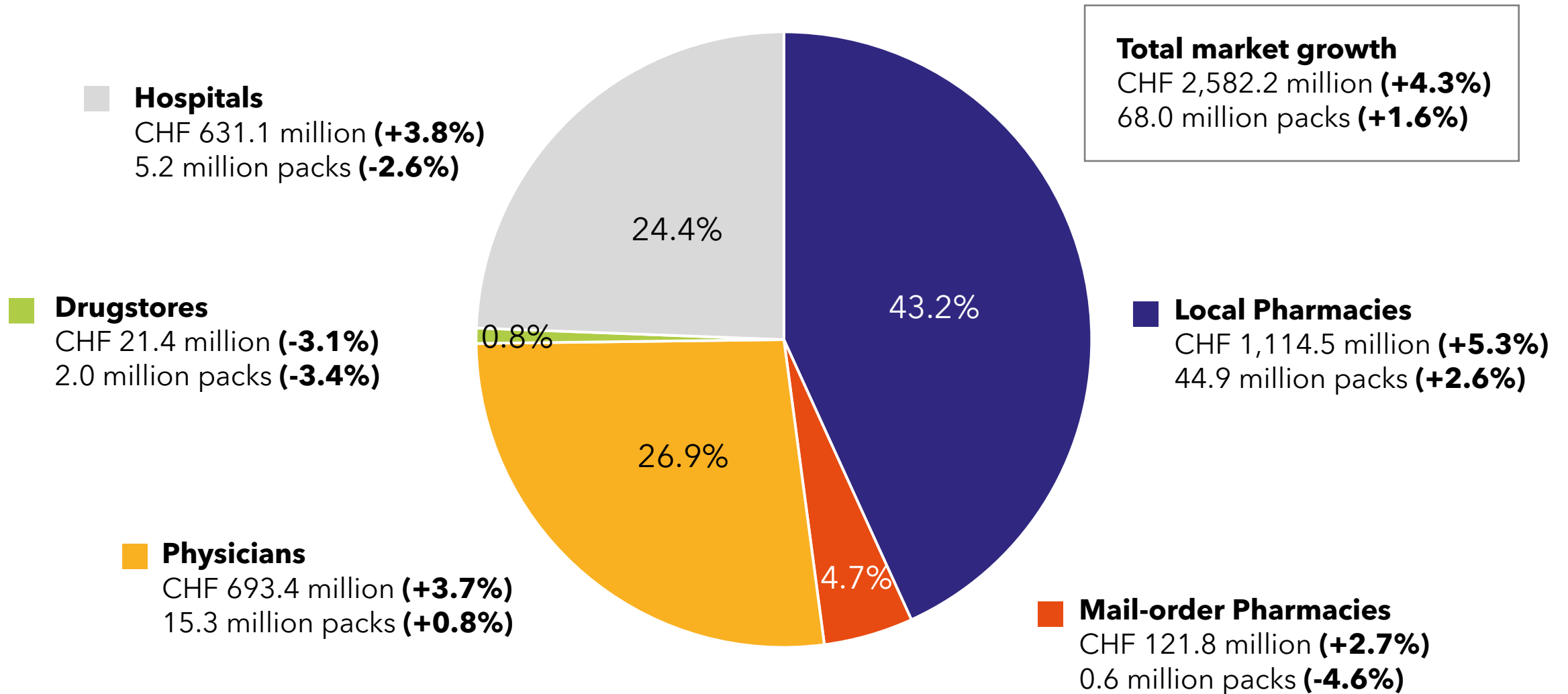
# Swiss pharmaceutical market

## Strong market growth despite one sales day less



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 – Swiss pharmaceutical market April 2025 YTD  
May 2025

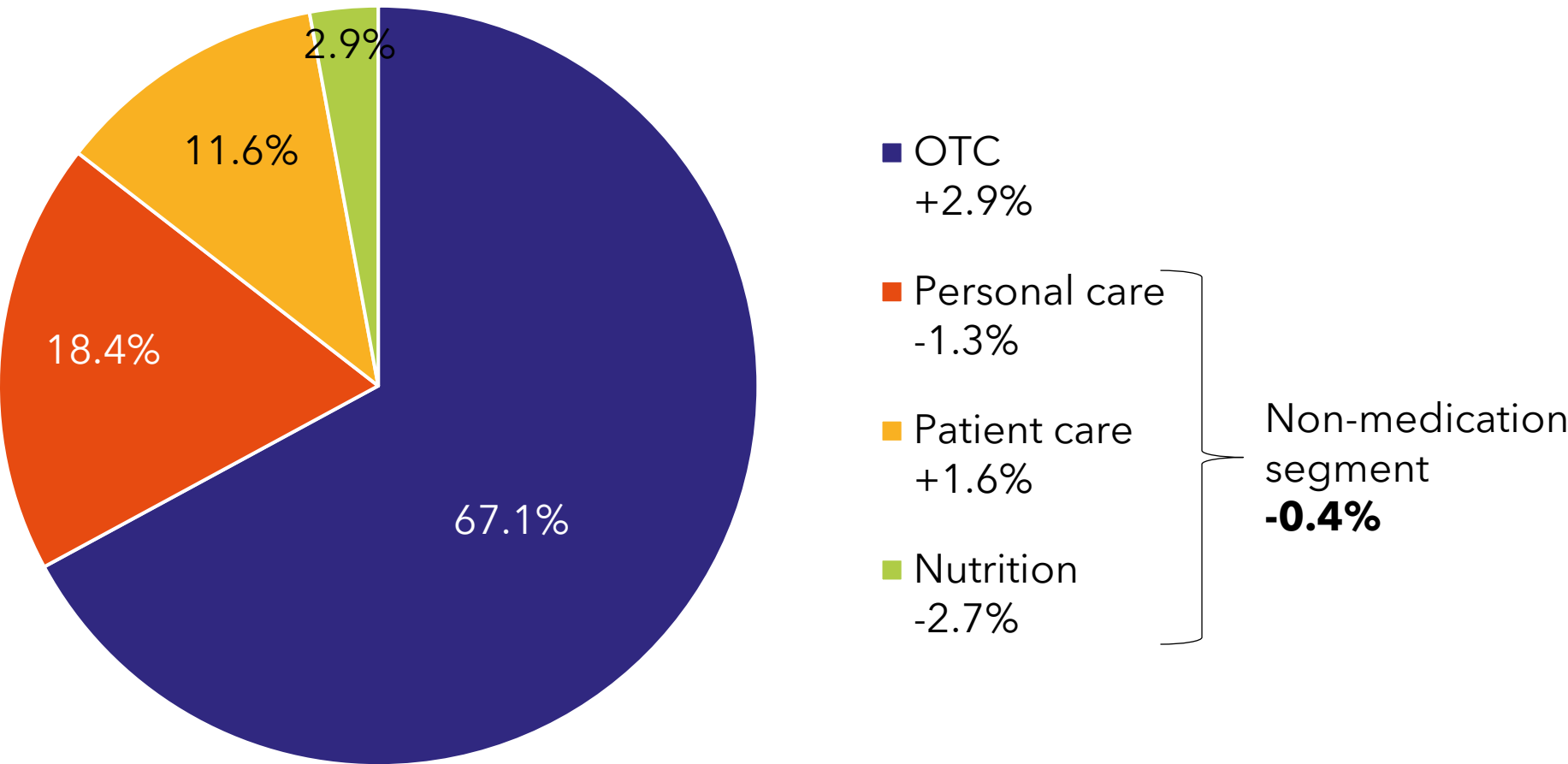
# Swiss pharmaceutical market April 2025 YTD



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 – Swiss pharmaceutical market April 2025 YTD

# Consumer healthcare market April 2025 YTD

**Total market**  
CHF 933.8 million  
**+1.8%**



Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices  
© IQVIA - Consumer Health market April 2025 YTD  
May 2025

# Disclaimer

## Disclaimer Galenica

Certain statements, beliefs and opinions in this presentation are forward-looking, which reflect the Company's or, as appropriate, the Company's directors' current expectations and projections about future events. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. As a result, the Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward-looking statements are based. Neither the Company nor its advisers or representatives nor any of its or their parent or subsidiary undertakings or any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.

## Disclaimer IQVIA © 2025, IQVIA AG

All rights reserved. The information may not be duplicated, stored, processed further, nor be made accessible in whole or in part to any third party without prior express and valid written permission of IQVIA AG. Terms used in connection with data/figures such as „patient“, „doctor“, „medical practice“, „prescriber“, or „pharmacy“ do not designate any personal data but exclusively anonymous information (according to applicable, valid data protection laws).

IQVIA utilizes highly sophisticated technologies and methods in order to ensure that all its Information Services meet the applicable data protection requirements, regardless of the way data are combined.