

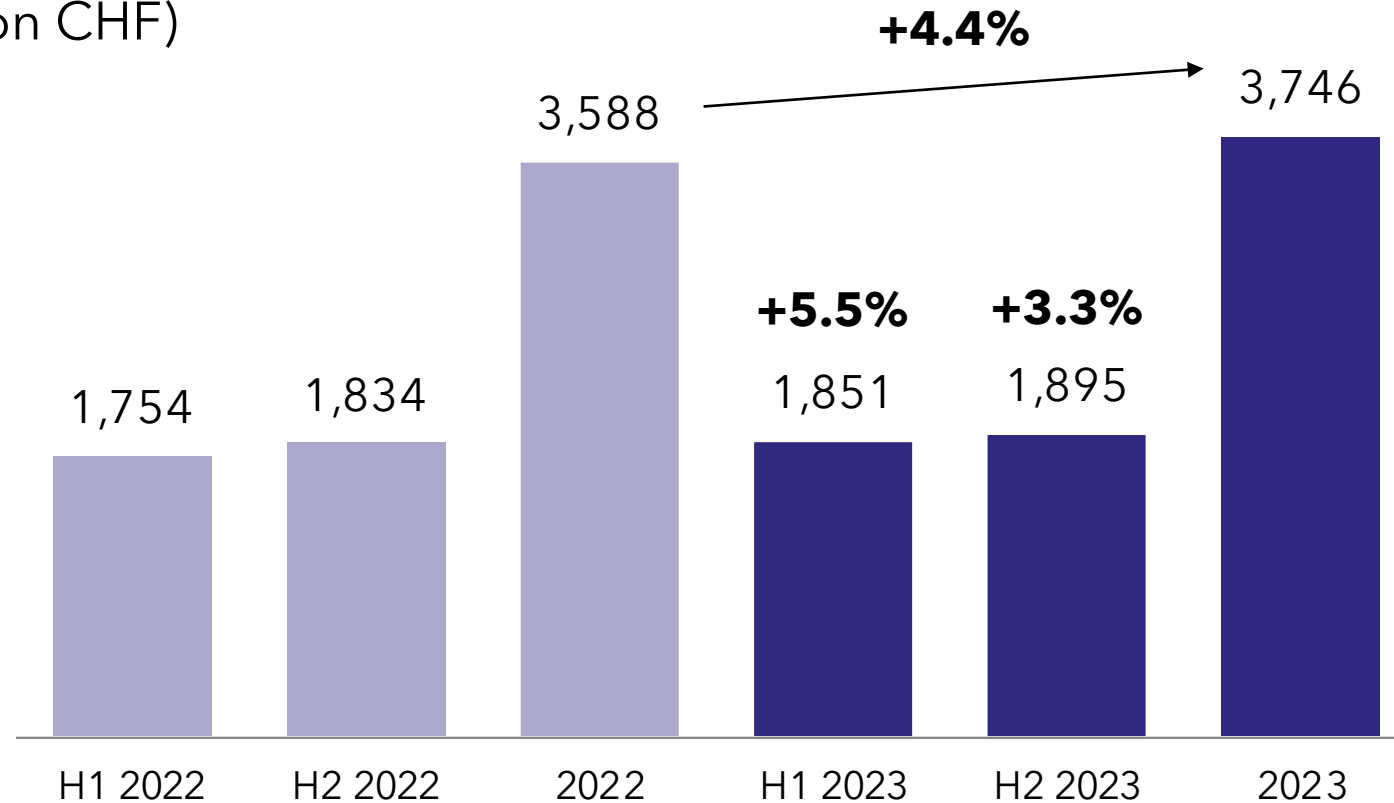
Sales update 2023

January 2024

Galenica Group

Pleasing sales growth

Net sales (in million CHF)



**Growth without
COVID-19 initiatives¹**

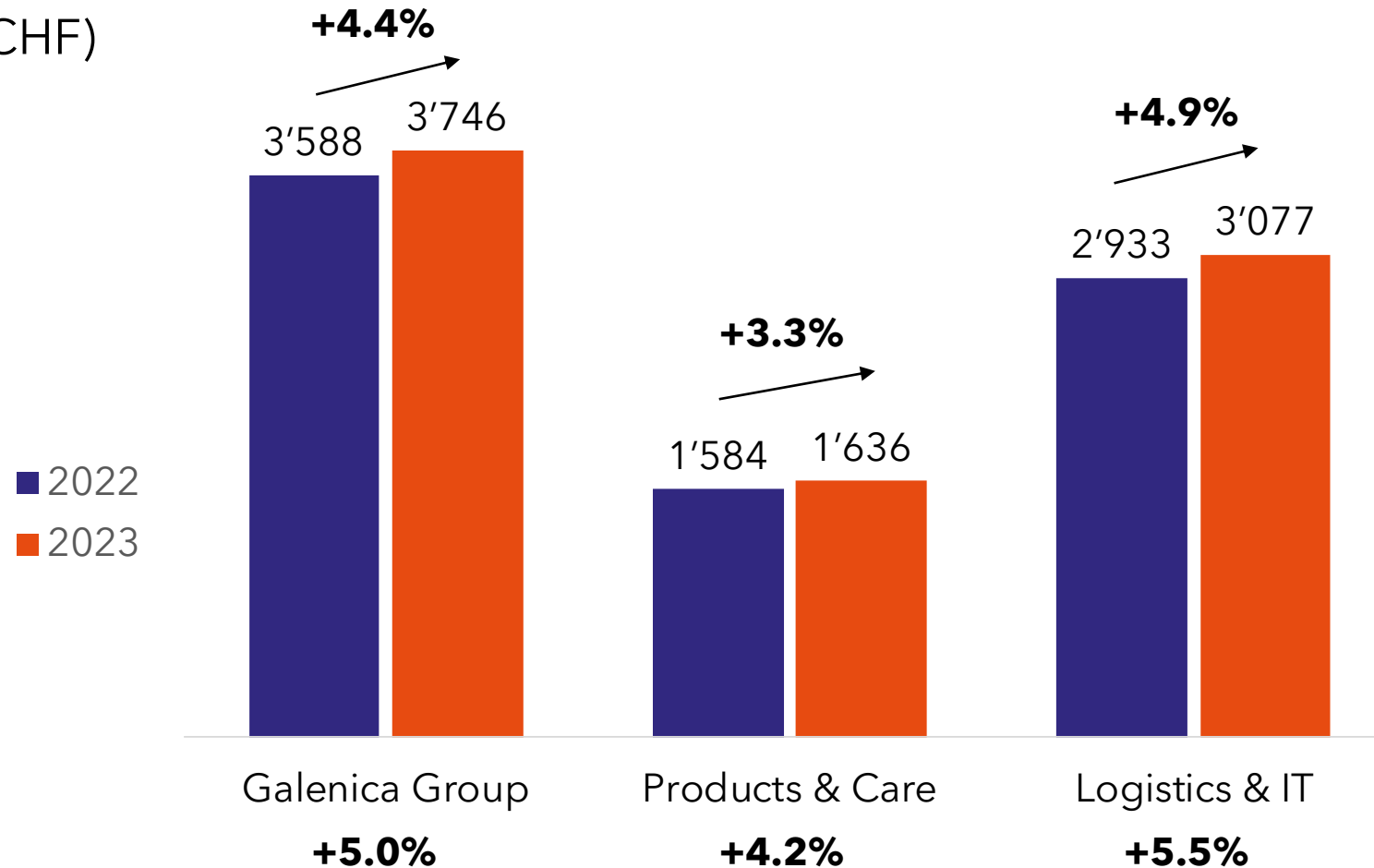
+6.5% **+3.6%** **+5.0%**

¹ Impact of COVID-19 initiatives includes net sales of PCR tests, Rapid Antigen tests, self-tests as well as vaccinations

Galenica Group

Pleasing sales growth

Net sales (in million CHF)



¹ Impact of COVID-19 initiatives includes net sales of PCR tests, Rapid Antigen tests, self-tests as well as vaccinations

Galenica Group

Sales growth in all business areas



Net sales (in million CHF)	2023	2022	change
Local Pharmacies	1'307	1'287	+1.6%
Pharmacies at Home	79	74	+6.6%
Retail (B2C)	1'386	1'361	+1.8%
Products & Brands	177	158	+12.3%
Services for Professionals	79	71	+11.0%
Professionals (B2B)	256	229	+11.9%
Products & Care	1'636	1'584	+3.3%
Wholesale	2'953	2'820	+4.7%
Logistics & IT Services	144	131	+10.1%
Logistics & IT	3'077	2'933	+4.9%

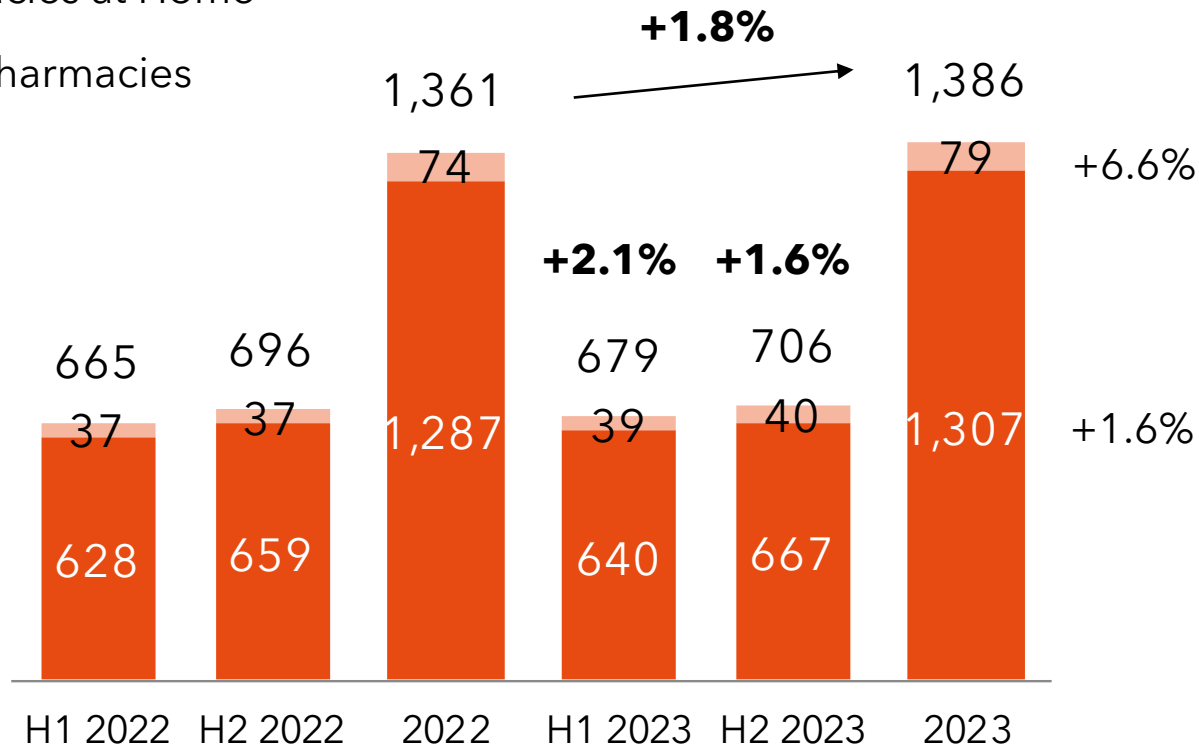
Retail B2C

Solid sales growth in line with market development

Net sales (in million CHF)

■ Pharmacies at Home

■ Local Pharmacies



Portfolio of local pharmacies optimised in 2023:
expansion impact of +0.2%

AMAVITA+

+ SUN STORE

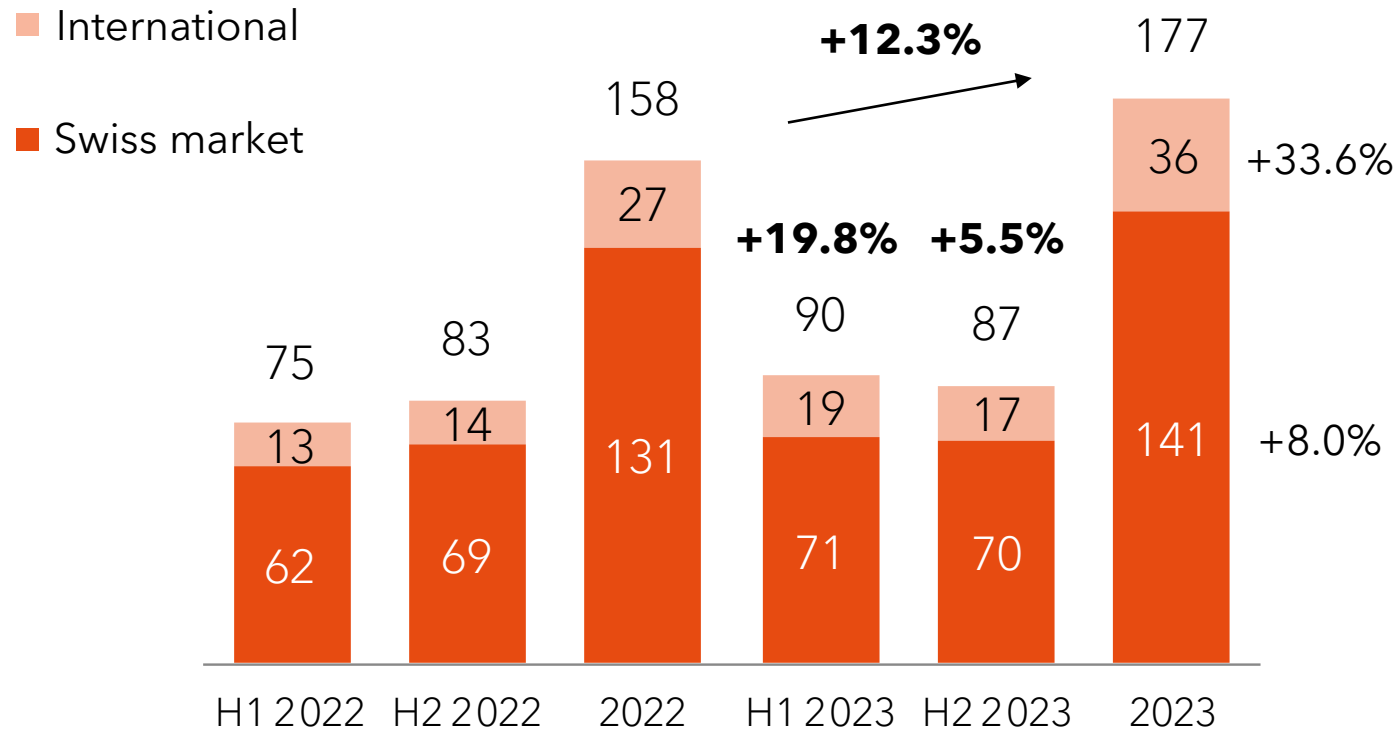
Growth without COVID-19 initiatives¹ in local pharmacies:
+ 2.7%

¹ Impact of COVID-19 initiatives includes net sales of PCR tests, Rapid Antigen tests, self-tests as well as vaccinations

Products & Brands

Product portfolio expansion and international growth

Net sales (in million CHF)



International:

– Organic growth **+24.5%**

Swiss market:

– Organic growth **+1.1%**

– Growth of market sales CH¹ **+2.2%**

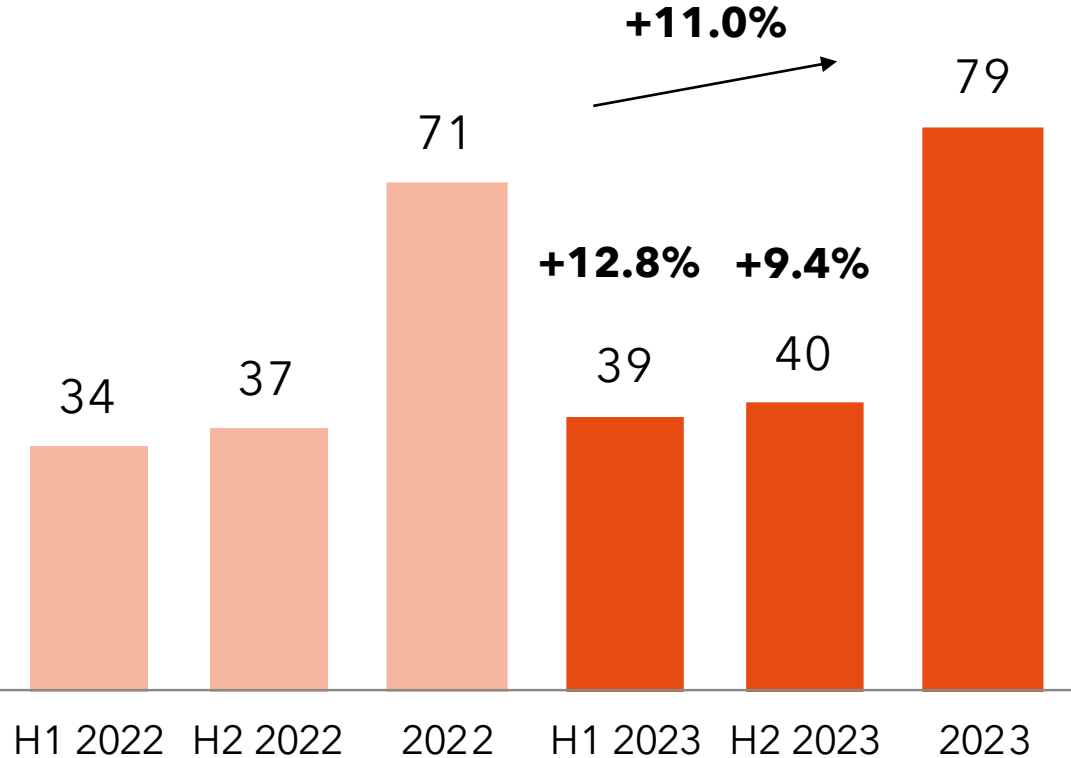
– Market share of **10.3%**¹

1) 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 Dec 2023

Services for professionals

Strong sales growth

Net sales (in million CHF)



Strong growth with services for homecare organisations and nursing homes

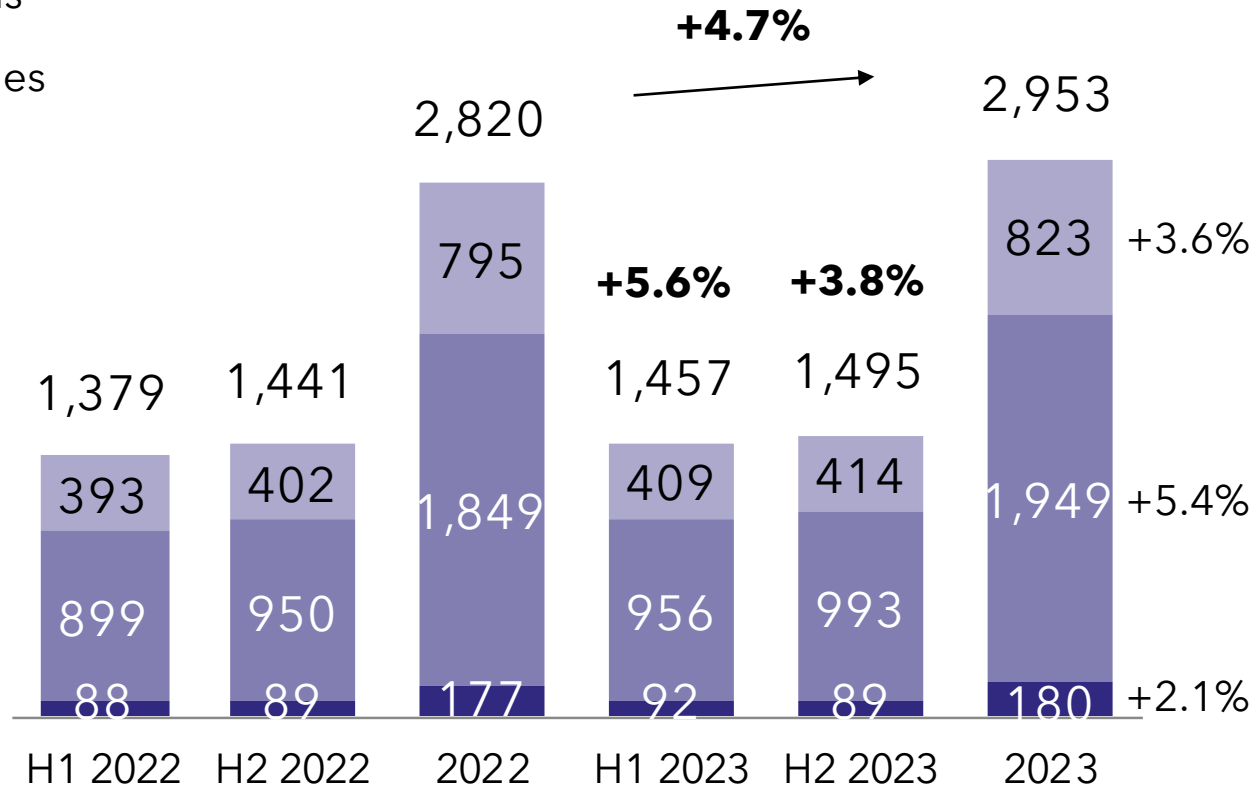


Wholesale

Market share gains with pharmacies

Net sales (in million CHF)

- Physicians
- Pharmacies
- Others



Growth without
COVID-19 self-tests:

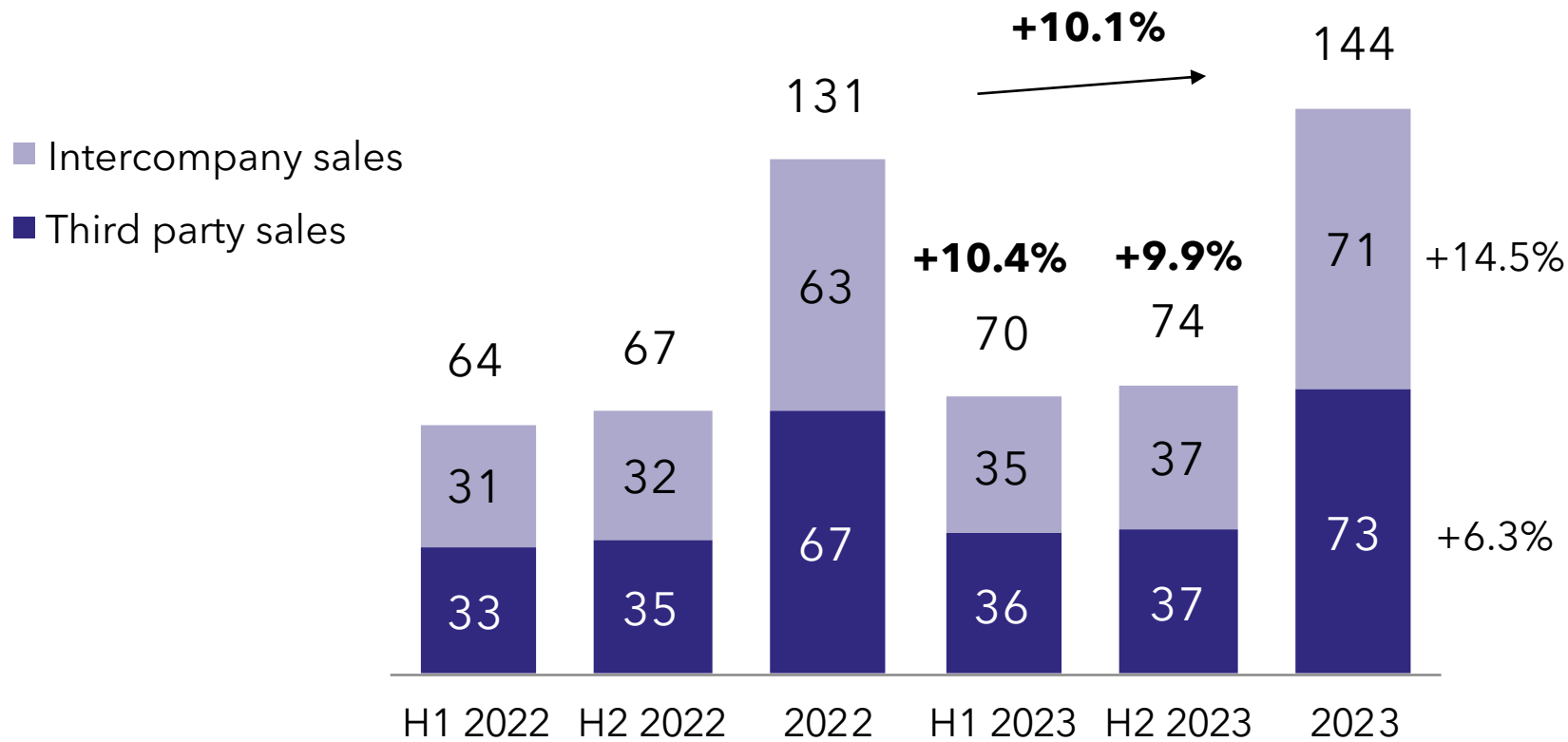
+5.3% in total wholesale

+6.3% in pharmacies segment

Logistics & IT Services

Strong sales growth

Net sales (in million CHF)

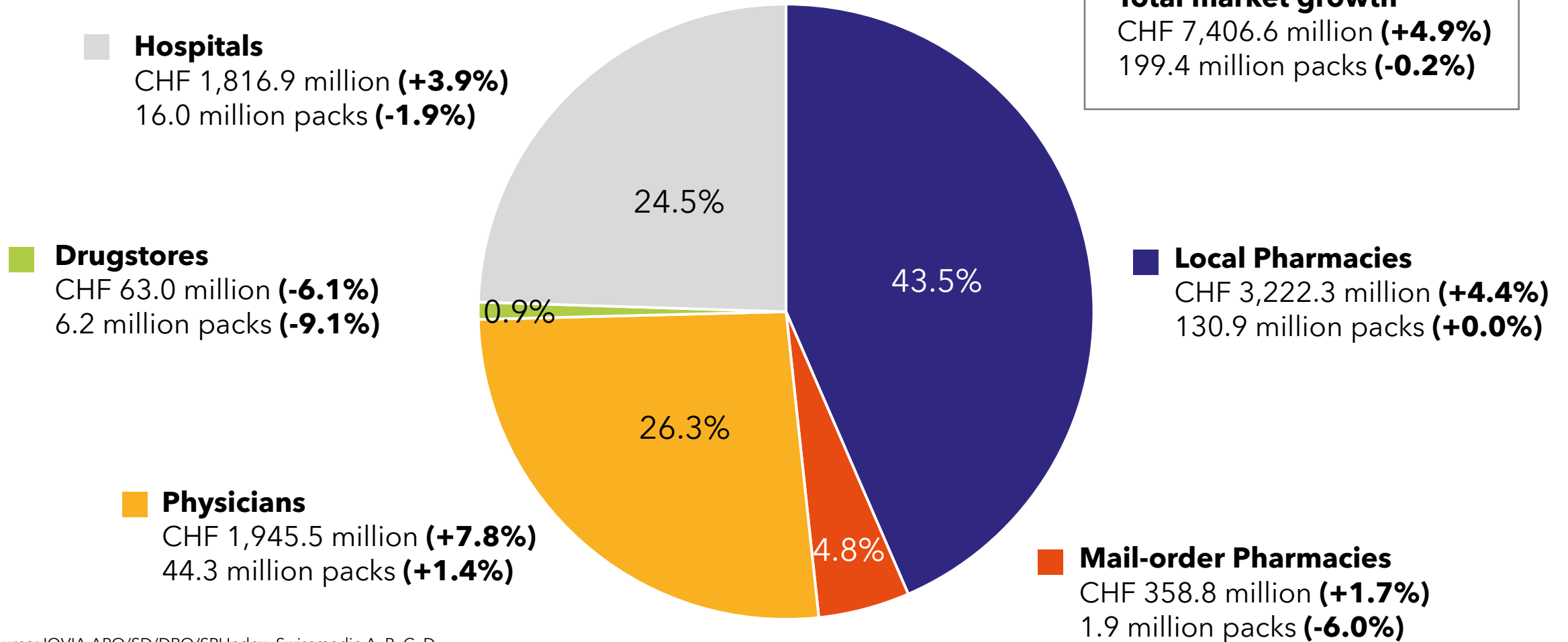


Strong growth with IT services and pre-wholesale distribution



Swiss pharmaceutical market 2023

Allocation by value
(ex-factory price)

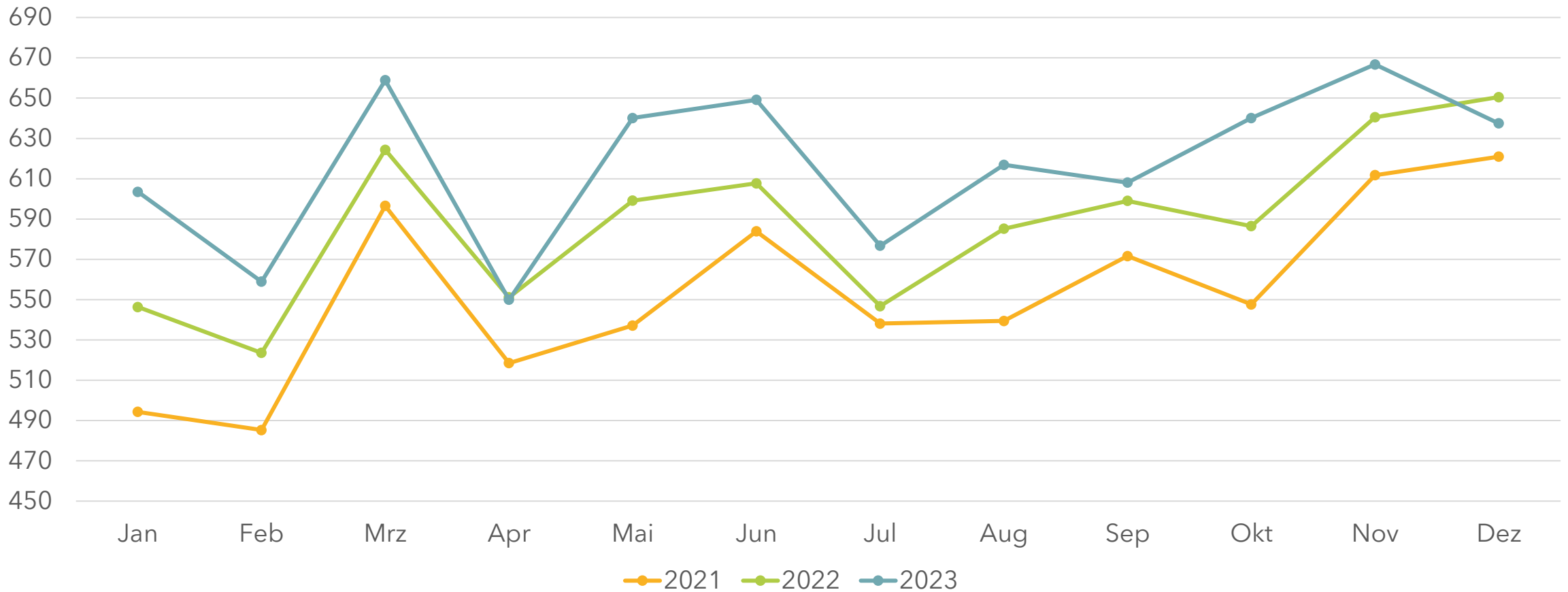


Source: IQVIA APO/SD/DRO/SPI Index, Swissmedic A, B, C, D
 Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 © IQVIA Switzerland - Swiss pharmaceutical market December 2023

Swiss pharmaceutical market

Reduced growth in H2 2023

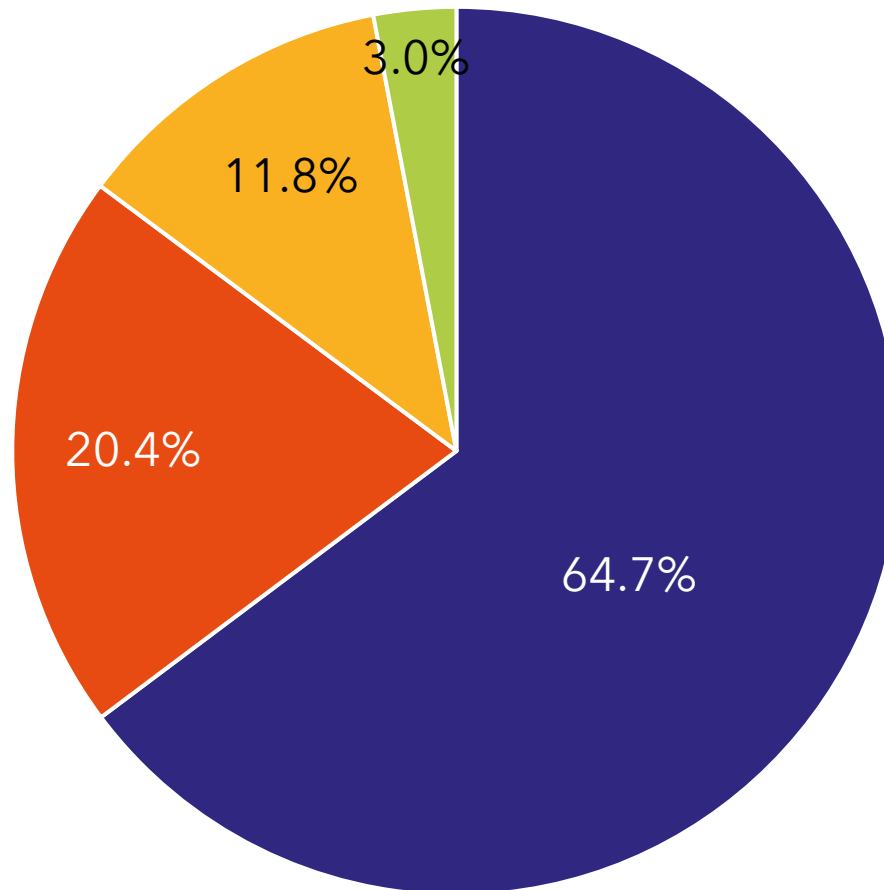
in million CHF



Source: APO/SD/DRO/SPI Index, Swissmedic A, B, C, D
Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians and drugstores
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Swiss consumer healthcare market 2023

Total market
 CHF 2,762 million
+0.7%



- OTC
+1.8%
- Personal care
-0.8%
- Patient care
-1.7%
- Nutrition
-3.4%

Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices
 © IQVIA Switzerland - Consumer Health market December 2023 (without Covid-19 self-tests)

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