

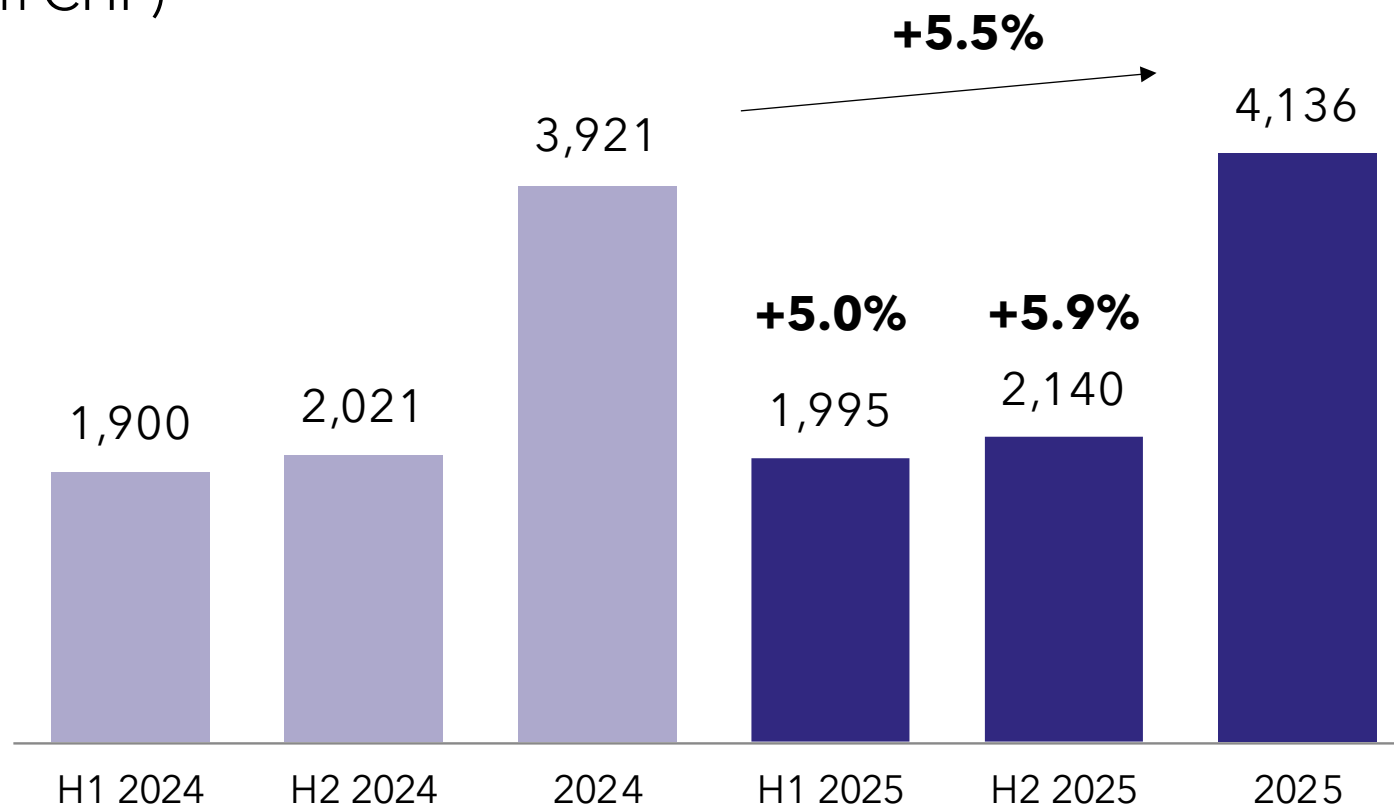
# Sales update 2025

January 2026

# Galenica Group

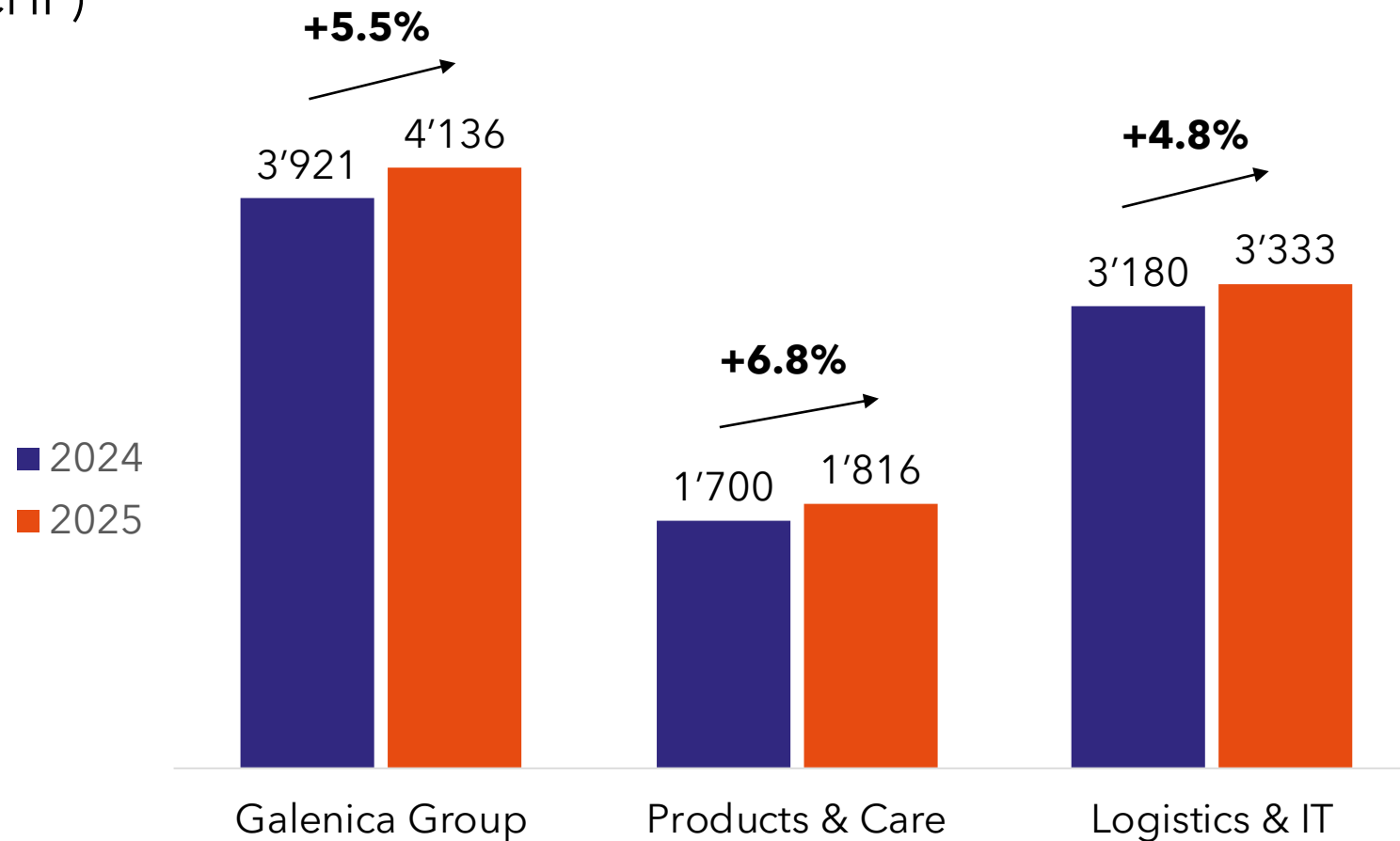
## Strong sales growth despite one sales day less

**Net sales** (in million CHF)



## Sales growth supported by acquisition of Labor Team

**Net sales** (in million CHF)



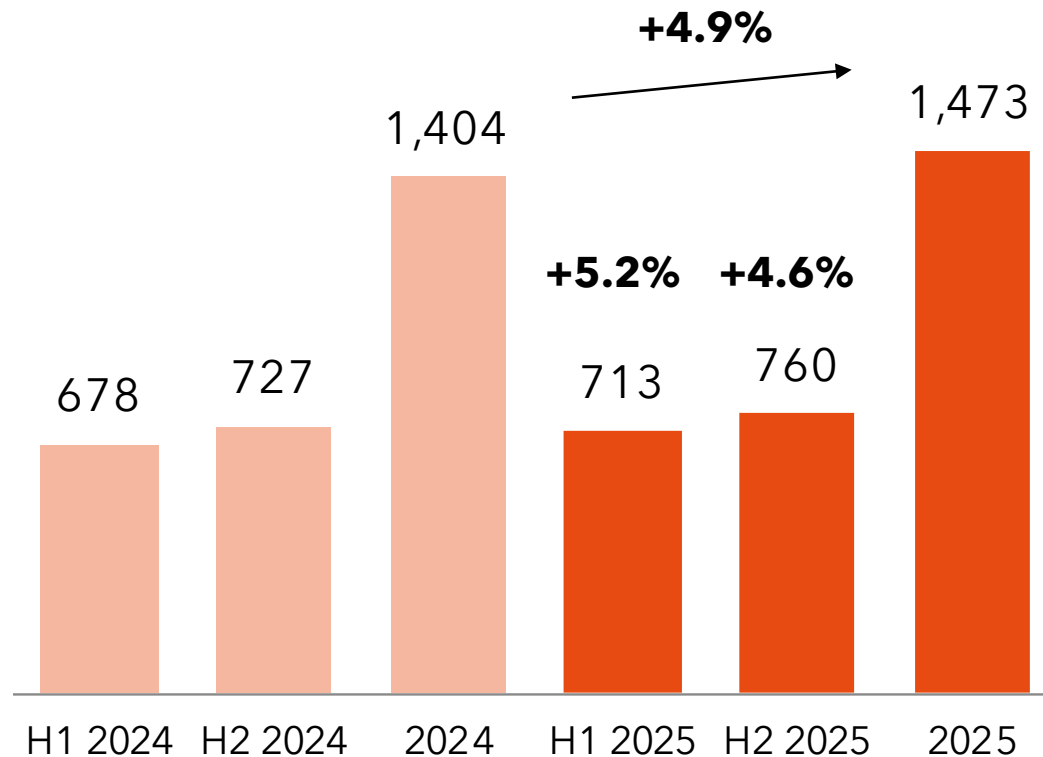
## Sales growth across all business areas

<b>Net sales</b> (in million CHF)	<b>2025</b>	<b>2024</b>	<b>change</b>
Pharmacies Omni-Chanel	1'473.3	1'404.3	+4.9%
Products & Brands	194.2	190.2	+2.1%
Services & Production	119.9	115.2	+4.0%
Diagnostics	40.7	0.0	
<b>Products &amp; Care</b>	<b>1'816.4</b>	<b>1'700.2</b>	<b>+6.8%</b>
Wholesale	3'255.3	3'105.2	+4.8%
Logistics & IT Services	79.6	77.5	+2.8%
<b>Logistics &amp; IT</b>	<b>3'332.6</b>	<b>3'180.5</b>	<b>+4.8%</b>
<b>Galenica Group</b>	<b>4'135.6</b>	<b>3'921.1</b>	<b>+5.5%</b>

# Pharmacies Omni-Channel

## Strong sales growth with prescription medicines

**Net sales** (in million CHF)



Portfolio of local pharmacies expanded by 5 locations: expansion impact<sup>1</sup> of **+1.6%**

AMAVITA+

+ SUN STORE

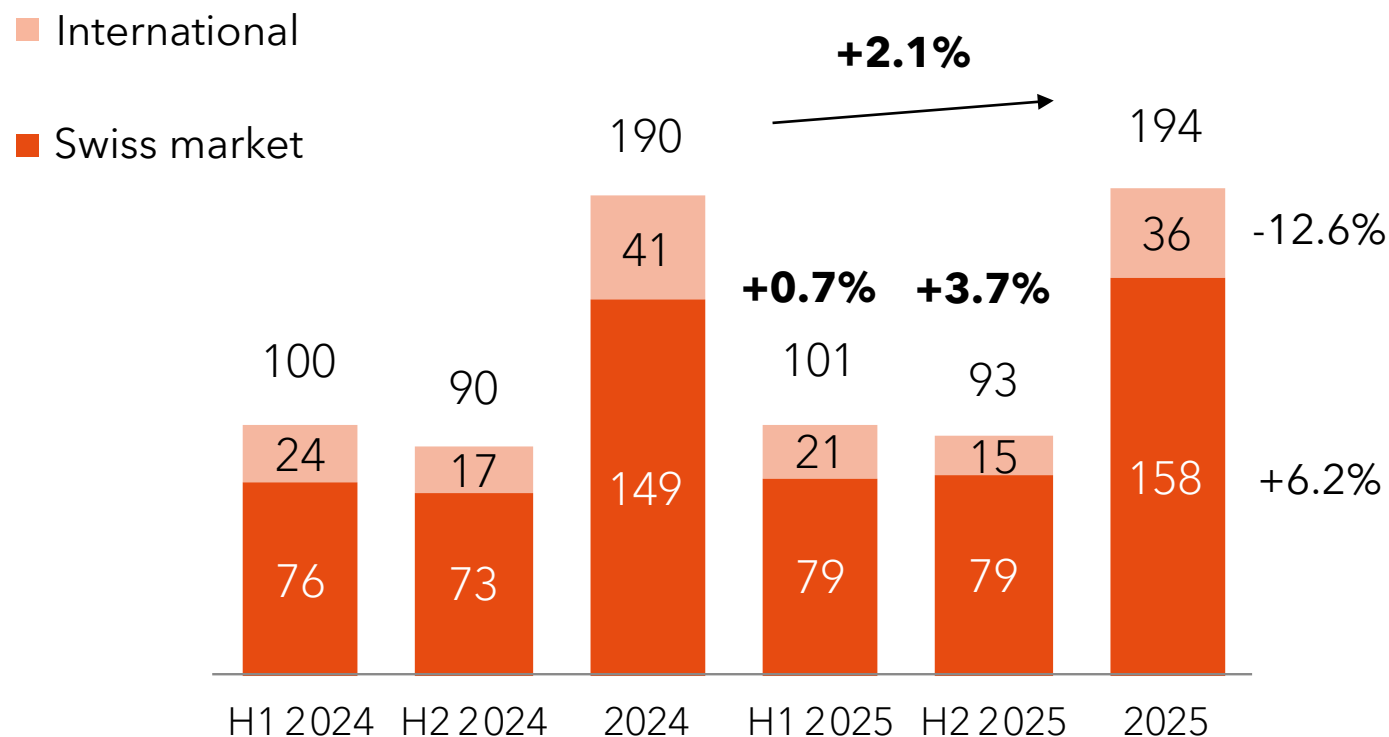
**Generics substitution rate** remains with **78.1%** at high level (79.2% at Dec 2024).

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

Growth dampend by bridging stock sales in prior year

**Net sales** (in million CHF)



Swiss market:

- Growth due to expansion of **+6.1%**<sup>1</sup>
- Organic growth of CH **+0.1%**
- Growth of CH market sales<sup>2</sup> **-0.6%**
- Market share<sup>2</sup> of **10.7%**

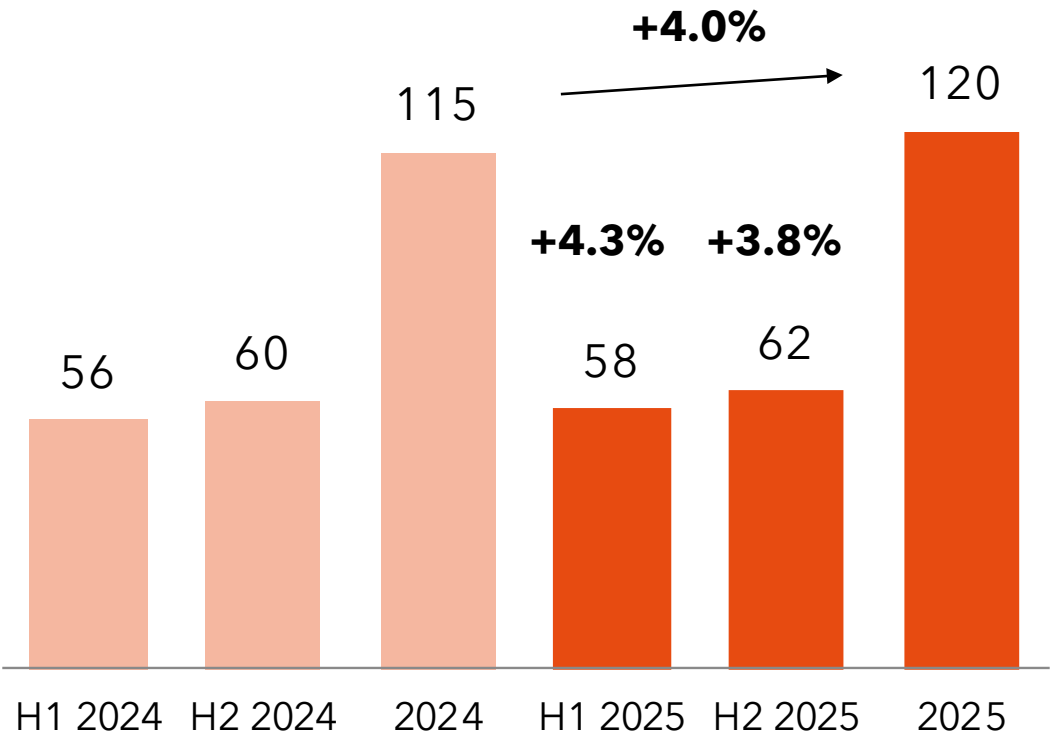
1) Expansion impact related new licence agreements in Jan. 2025, the effect of net expansion is calculated only including business activities without a full year period comparison (acquisitions and new license agreements)

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 YTD Dec. 2025

# Services & Production

Strong sales growth in homecare business

**Net sales** (in million CHF)



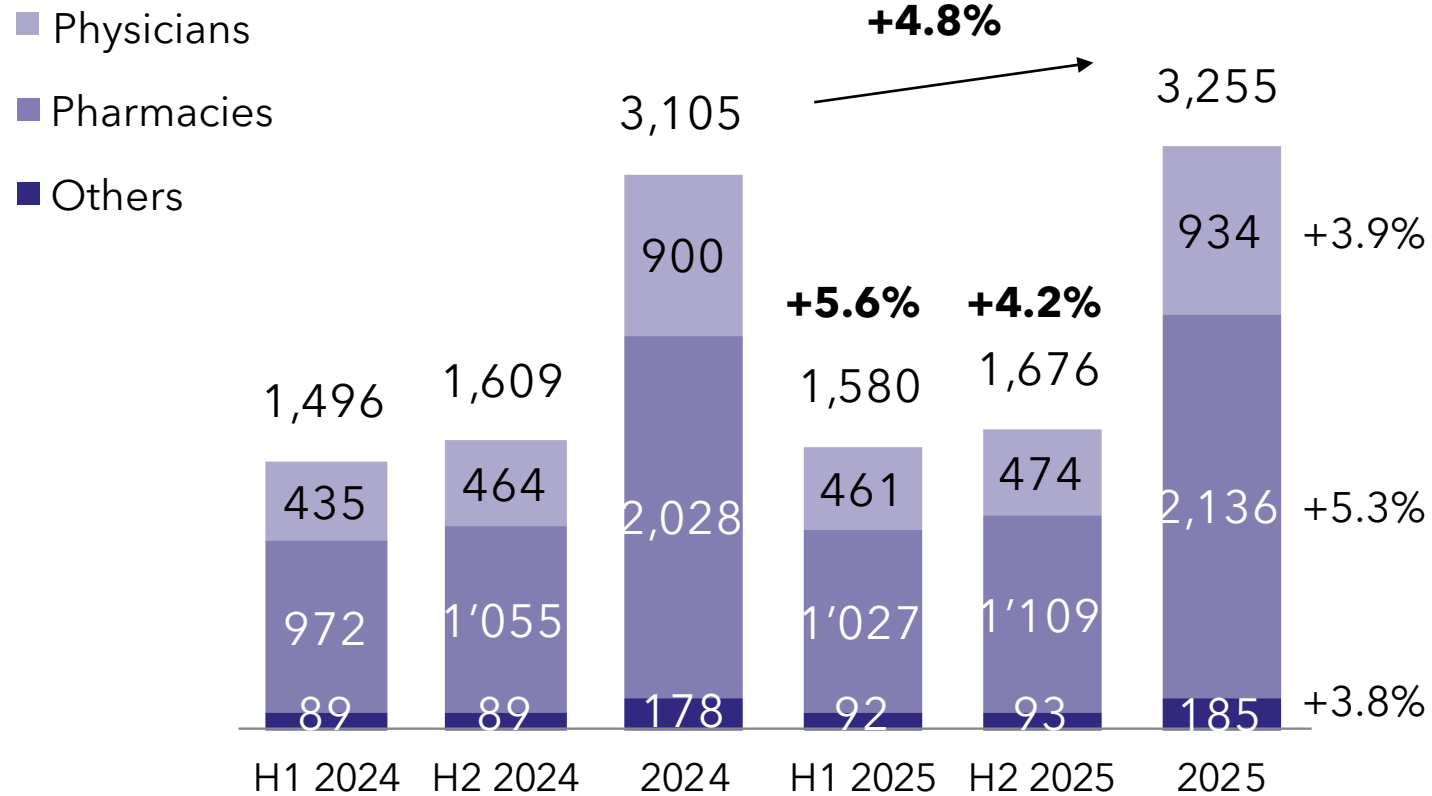
Consistent, strong growth with services for homecare organizations and nursing homes



# Wholesale

## Further Market share gains in pharmacies segments

**Net sales** (in million CHF)

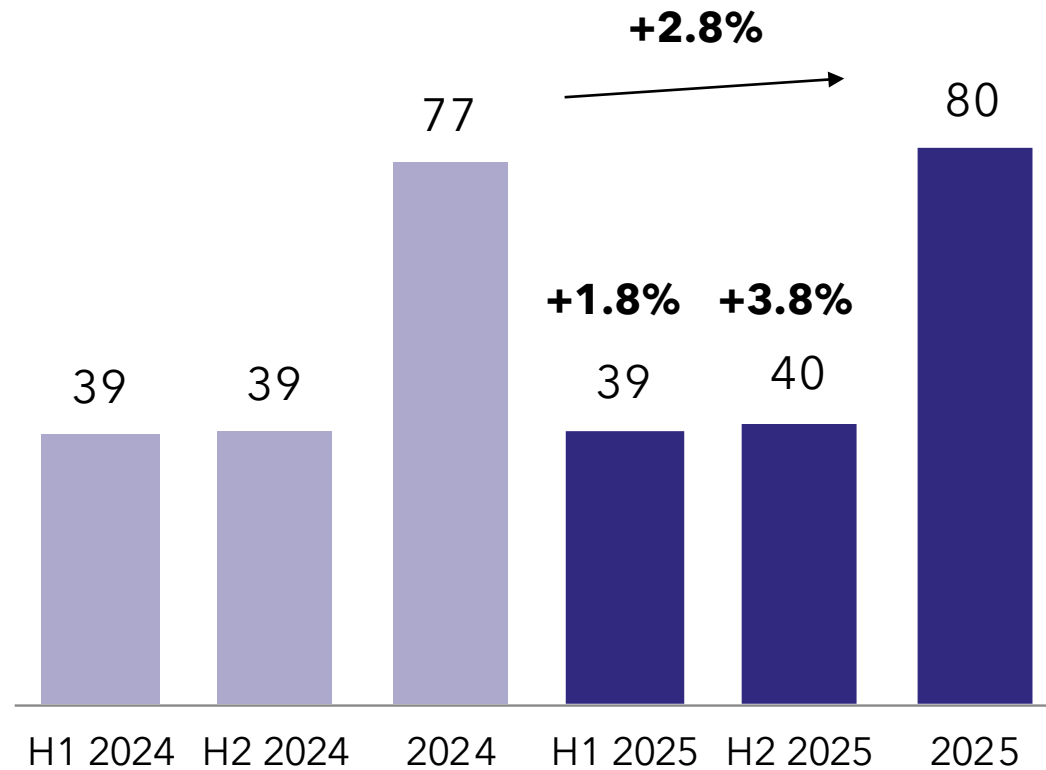




# Logistics & IT Services

## Solid growth with Prewholesale

**Net sales** (in million CHF)



Solid growth with pre-wholesale distribution

 Alloga

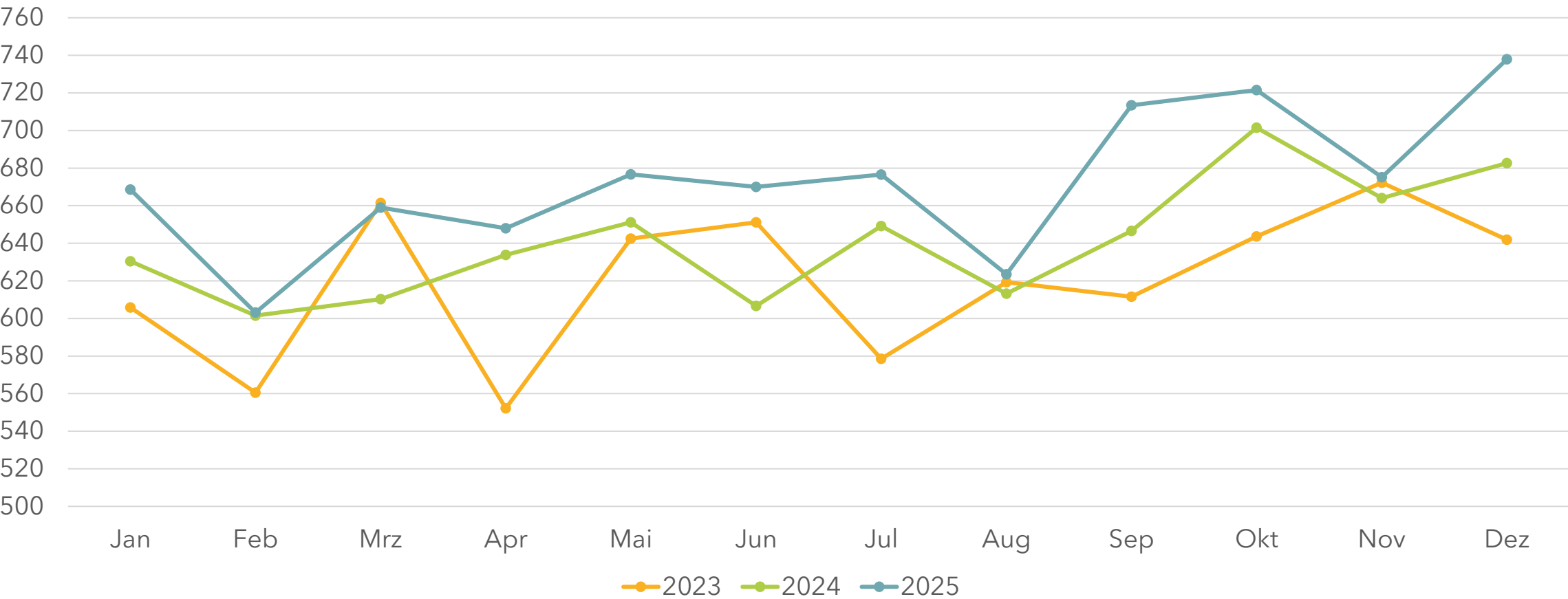
  
CLEARLY AHEAD

  
HCI solutions

# Swiss pharmaceutical market

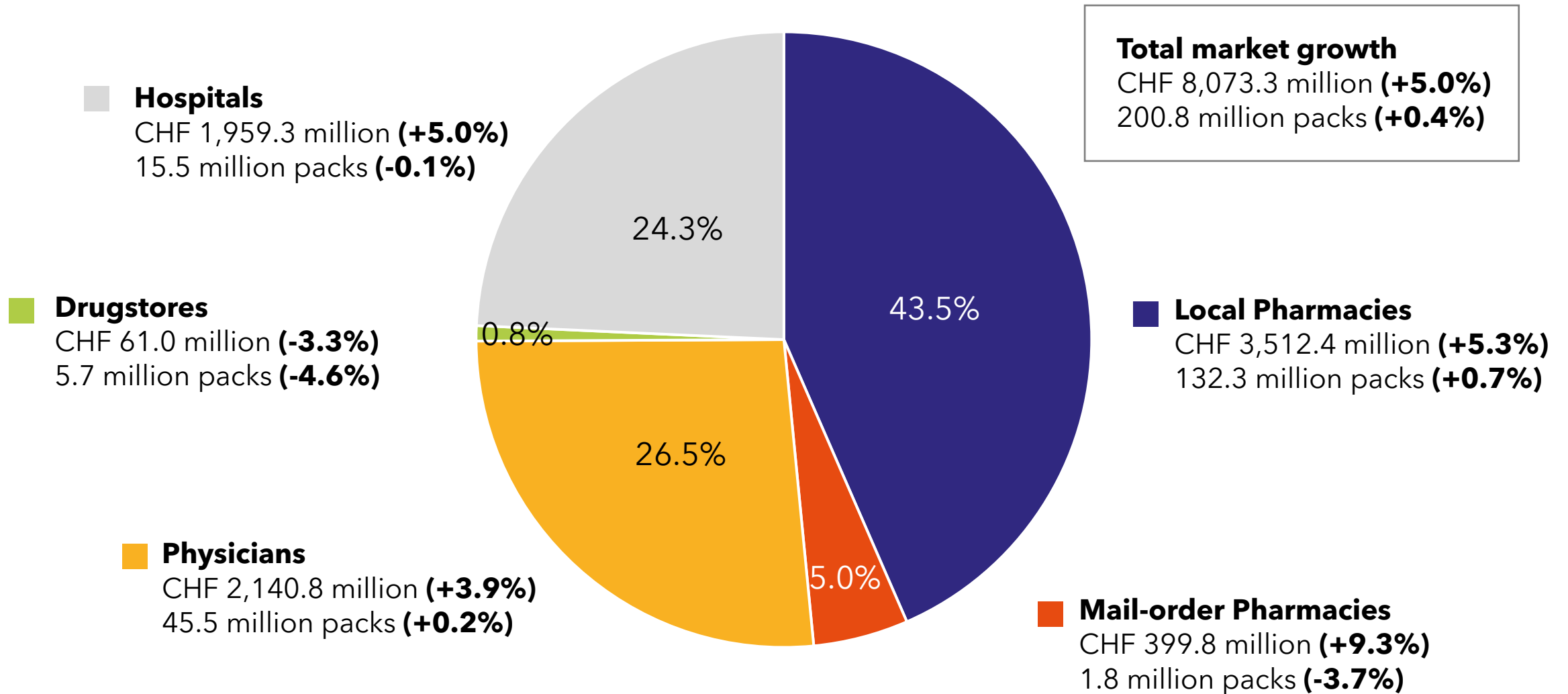
## Strong growth despite one sales day less

in million CHF



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 December 2025

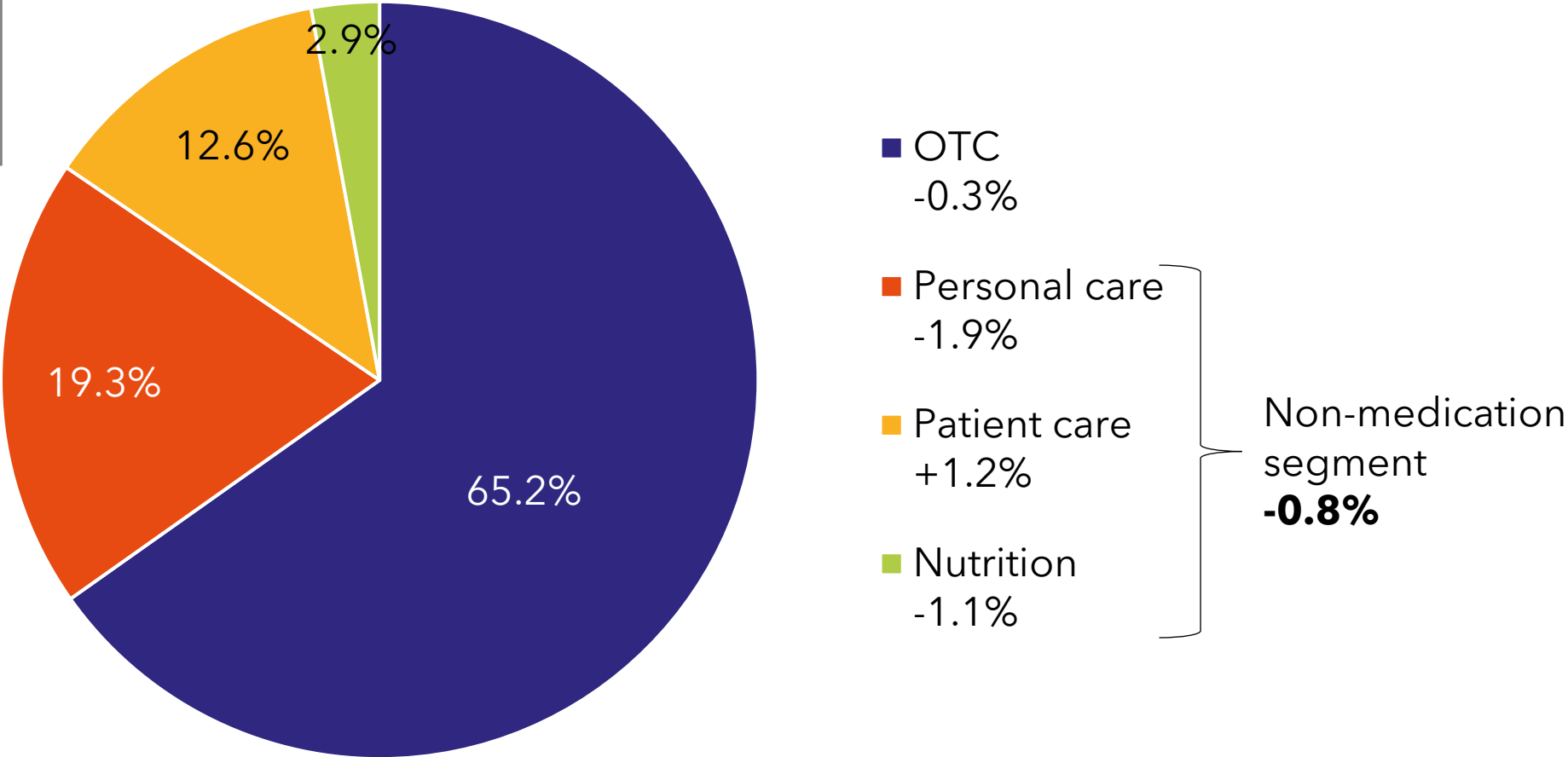
# Swiss pharmaceutical market December 2025



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 December 2025

# Consumer healthcare market December 2025

**Total market**  
CHF 2,630.7 million  
**-0.4%**



Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices  
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January 2026

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