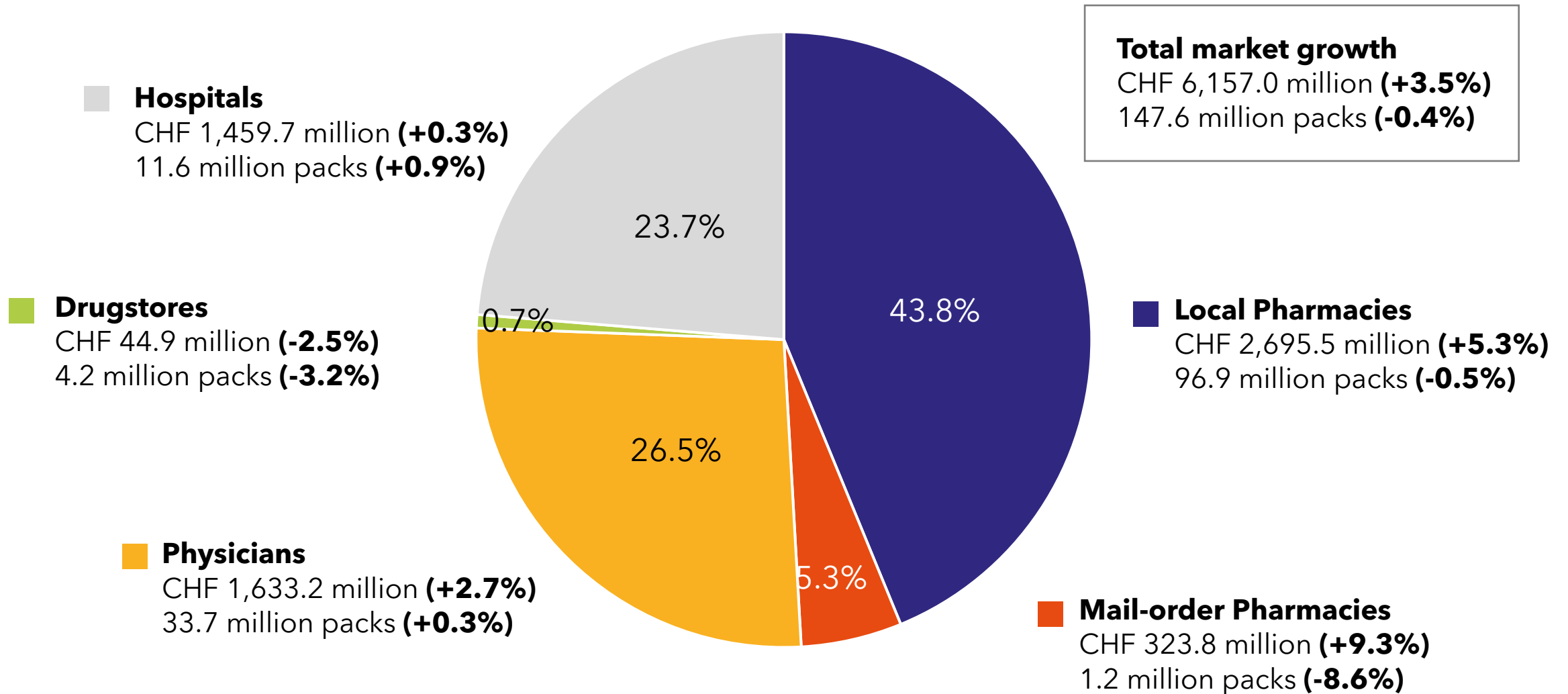


# Sales update 2026

September 2026

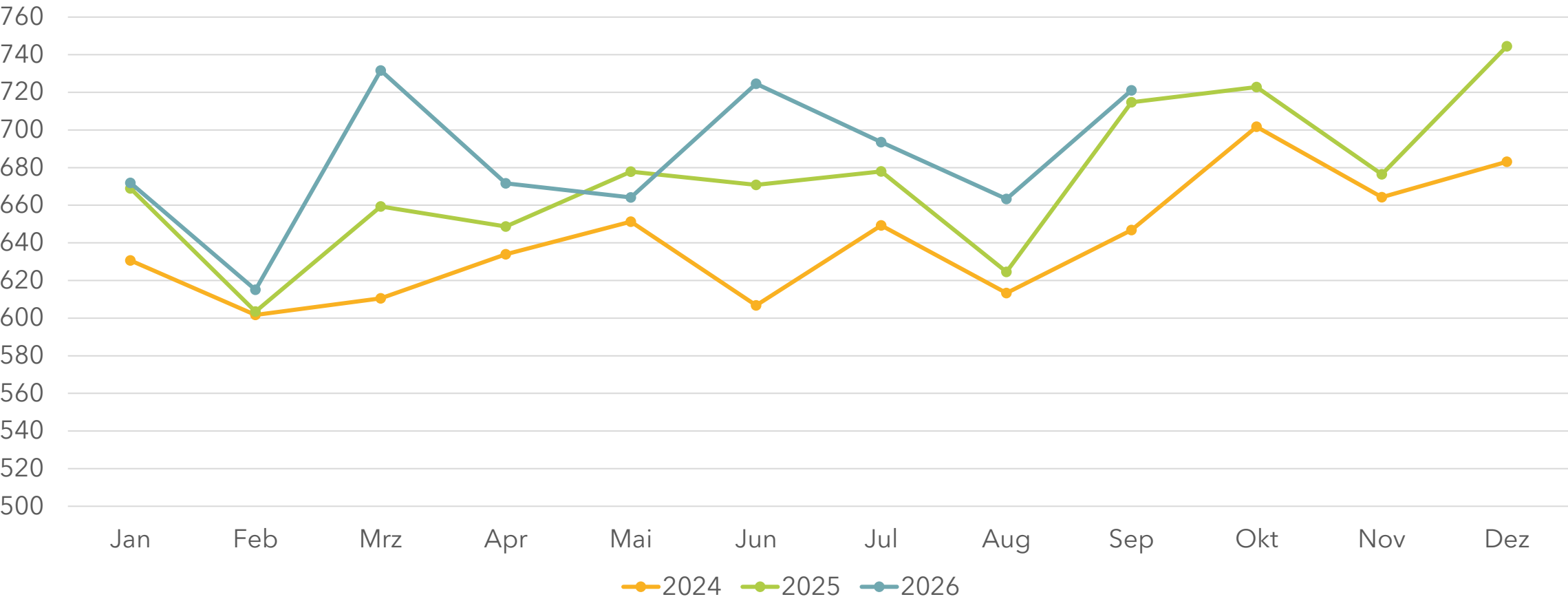
# Swiss pharmaceutical market September 2026



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 September 2026

# Swiss pharmaceutical market

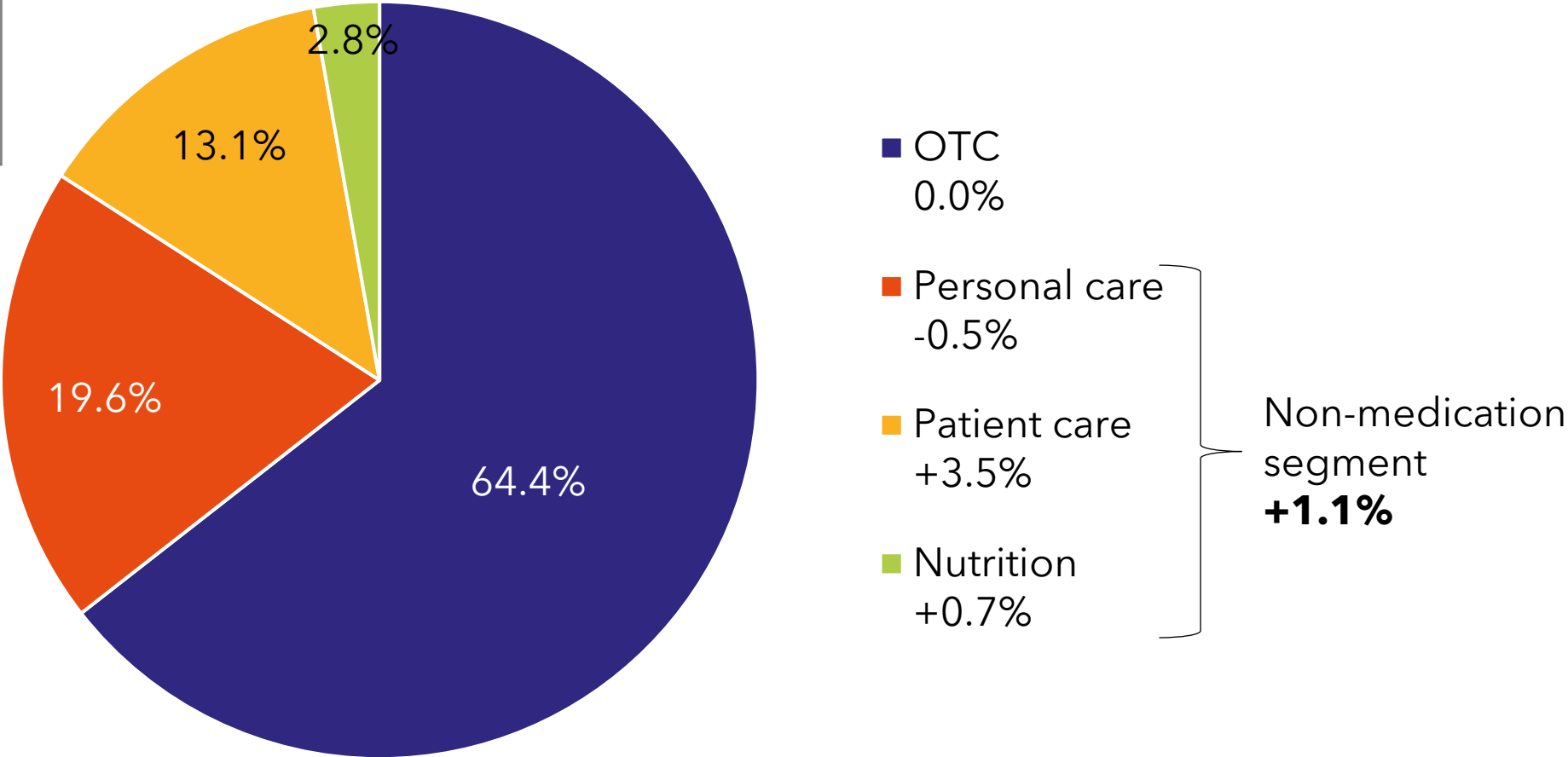
in million CHF



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 September 2026

# Consumer healthcare market September 2026

**Total market**  
CHF 1,941.4 million  
**+0.3%**

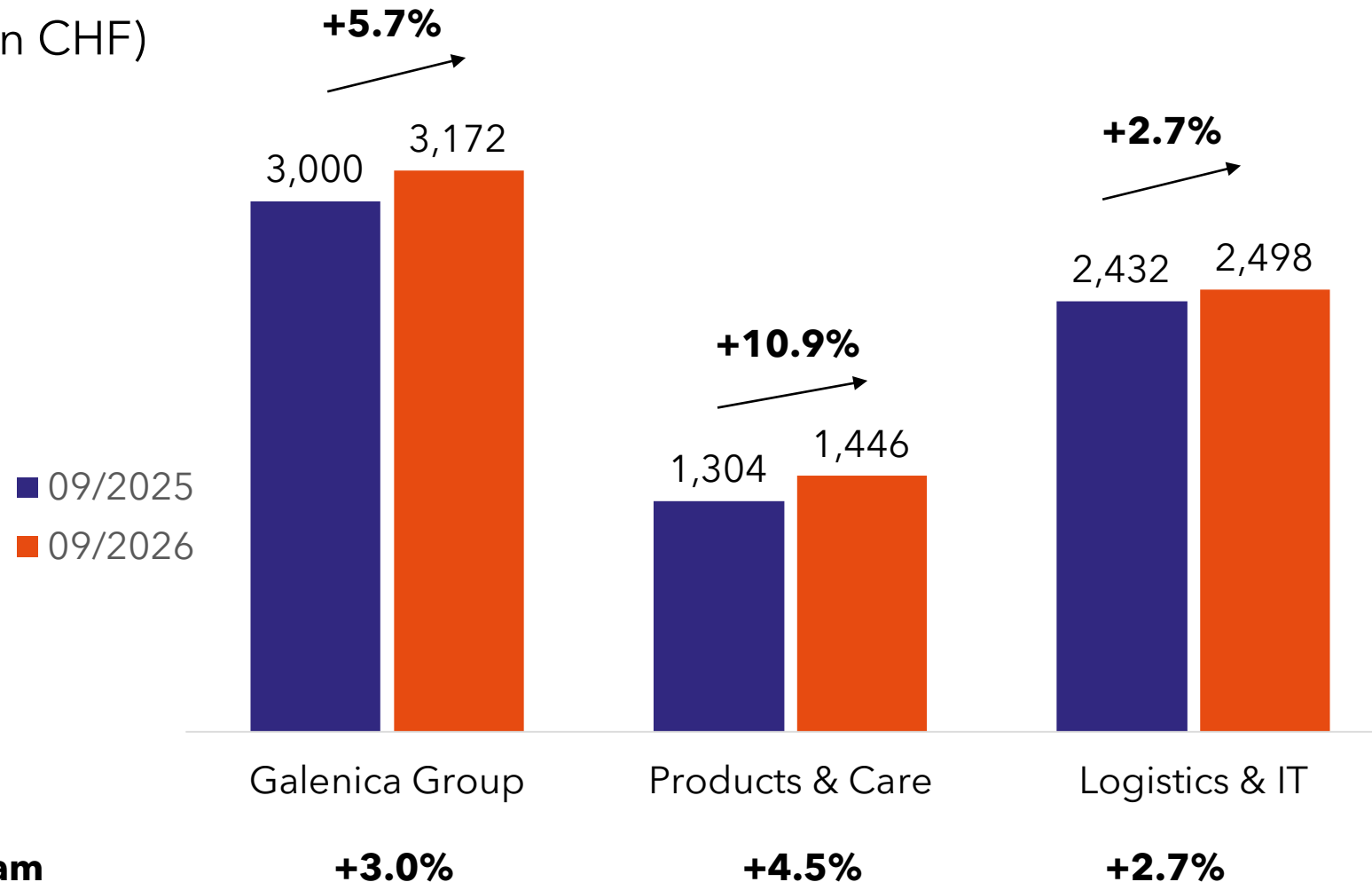


Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices  
© IQVIA - Consumer Health market September 2026  
October 2026

# Galenica Group

## Strong sales growth supported by acquisition of Labor Team

**Net sales** (in million CHF)



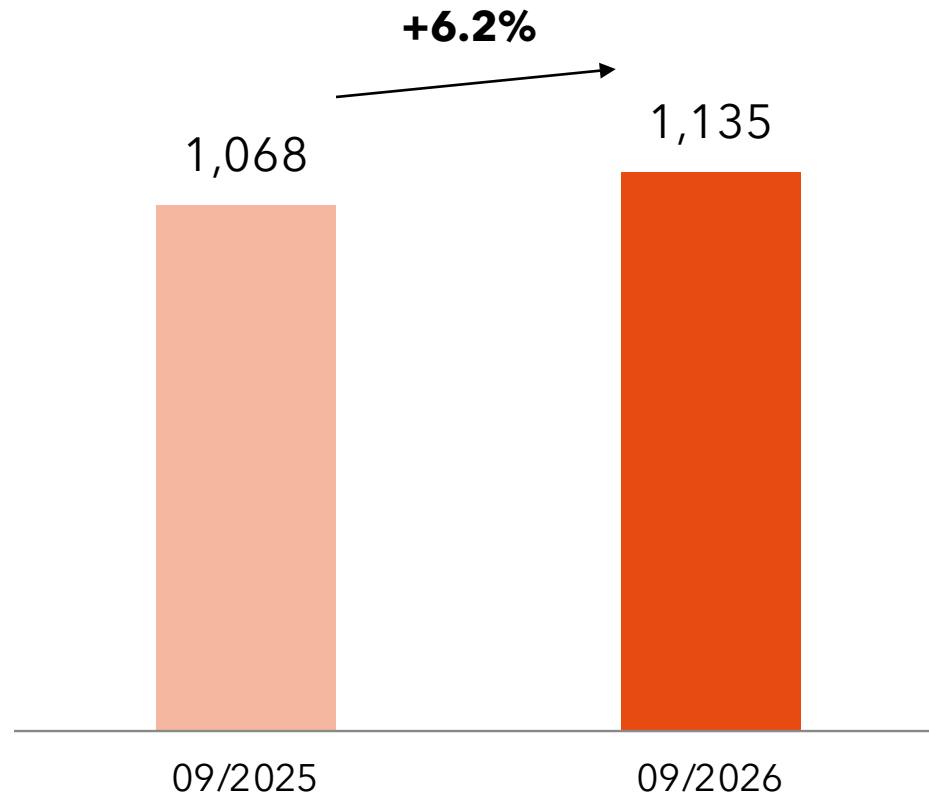
## Strong sales growth in Segment Products & Care

| <b>Net sales</b> (in million CHF) | <b>09/2025</b> | <b>09/2026</b> | <b>change</b> |
|-----------------------------------|----------------|----------------|---------------|
| Pharmacies Omni-Channel           | 1'068.0        | 1'134.5        | +6.2%         |
| Products & Brands                 | 147.1          | 136.5          | -7.2%         |
| Services & Production             | 88.4           | 93.6           | +5.8%         |
| Diagnostics                       | 7.9            | 91.6           | +1065.5%      |
| <b>Products &amp; Care</b>        | <b>1'304.4</b> | <b>1'446.3</b> | <b>+10.9%</b> |
| Wholesale                         | 2'375.9        | 2'441.3        | +2.8%         |
| Logistics & IT Services           | 58.4           | 58.6           | +0.5%         |
| <b>Logistics &amp; IT</b>         | <b>2'432.2</b> | <b>2'498.0</b> | <b>+2.7%</b>  |
| <b>Galenica Group</b>             | <b>2'999.7</b> | <b>3'172.0</b> | <b>+5.7%</b>  |

# Pharmacies Omni-Channel

Growth driven by prescription medicines and acquisitions

**Net sales** (in million CHF)



Expansion impact<sup>1</sup> of **+1.7%** due to acquisition of majority stake in puravita, portfolio of local pharmacies expanded by 2 locations

AMAVITA+

+ SUN STORE

puravita  
drogerie

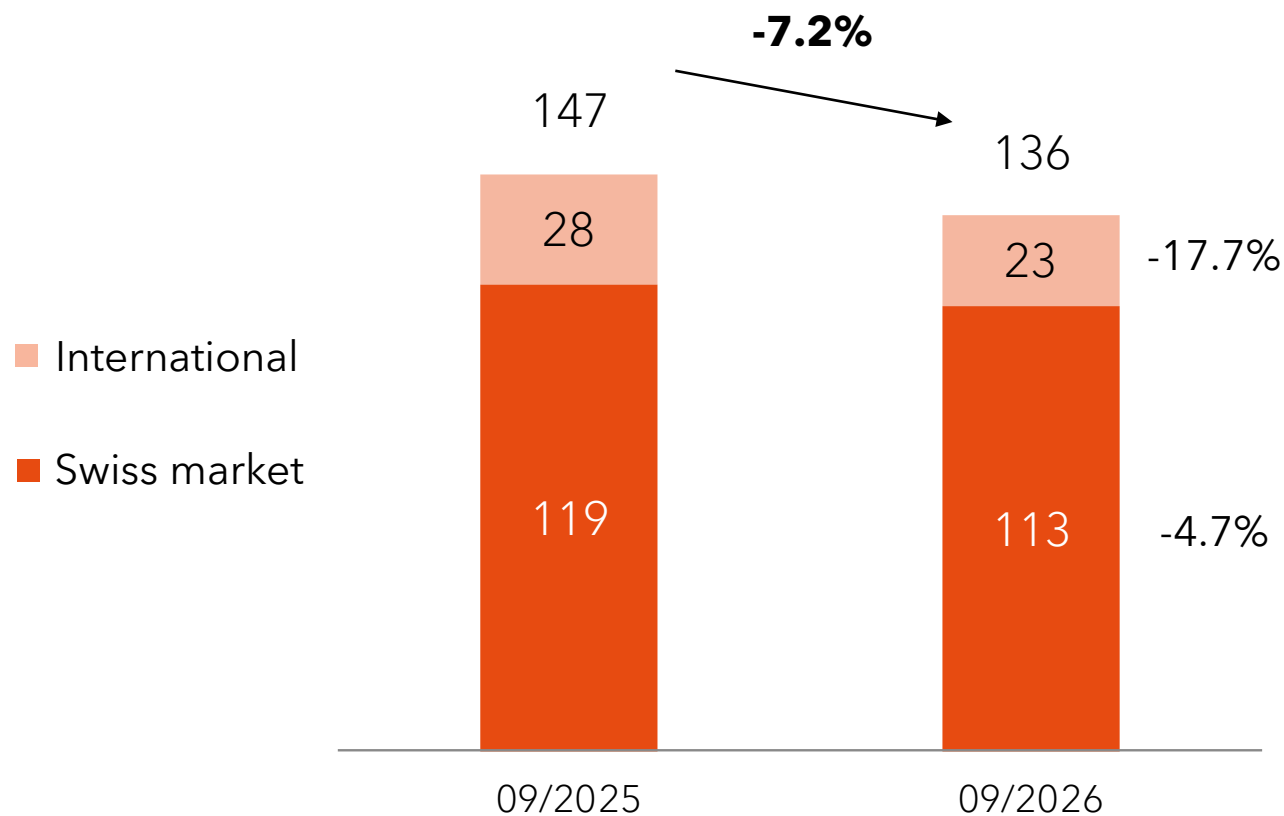
**Generics substitution rate** remains with **80.1%** at high level (78.1% at Dec 2025).

1) The effect of net expansion is calculated only including point of sales and business activities without a full year period comparison (acquisitions, openings and closure of pharmacies)

# Products & Brands

## Seasonal effects burden sales development

**Net sales** (in million CHF)



Swiss market:

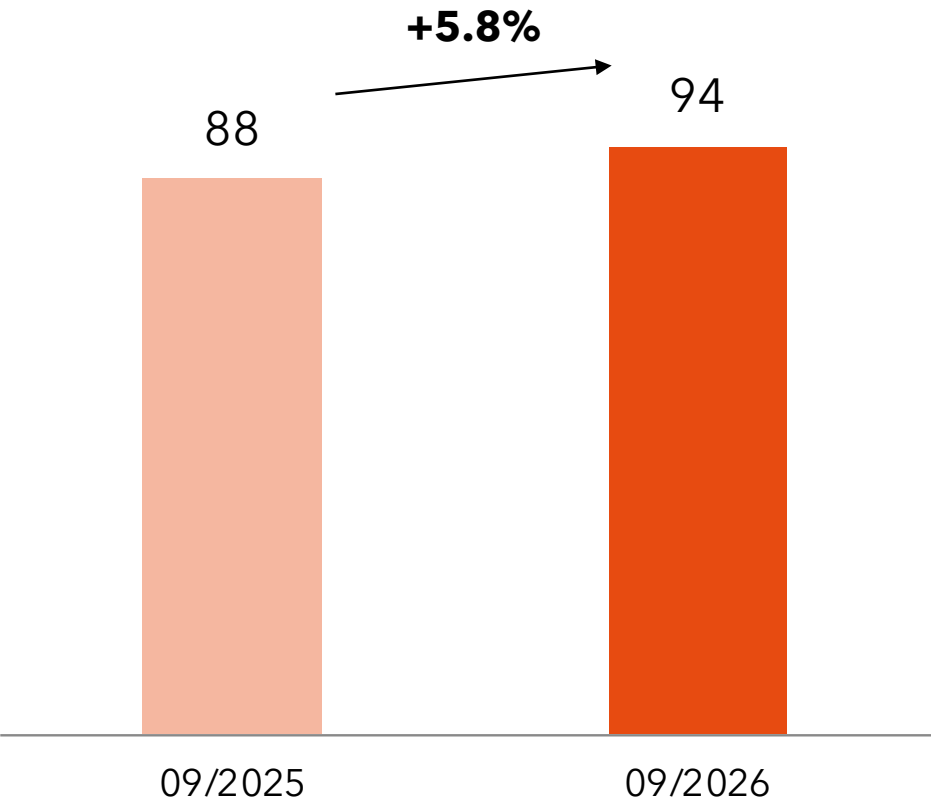
- Growth of CH market sales<sup>1</sup> **-2.4%**
- Market share<sup>1</sup> of **10.4%**

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 YTD September 2026

# Services & Production

Strong sales growth in homecare business

**Net sales** (in million CHF)



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



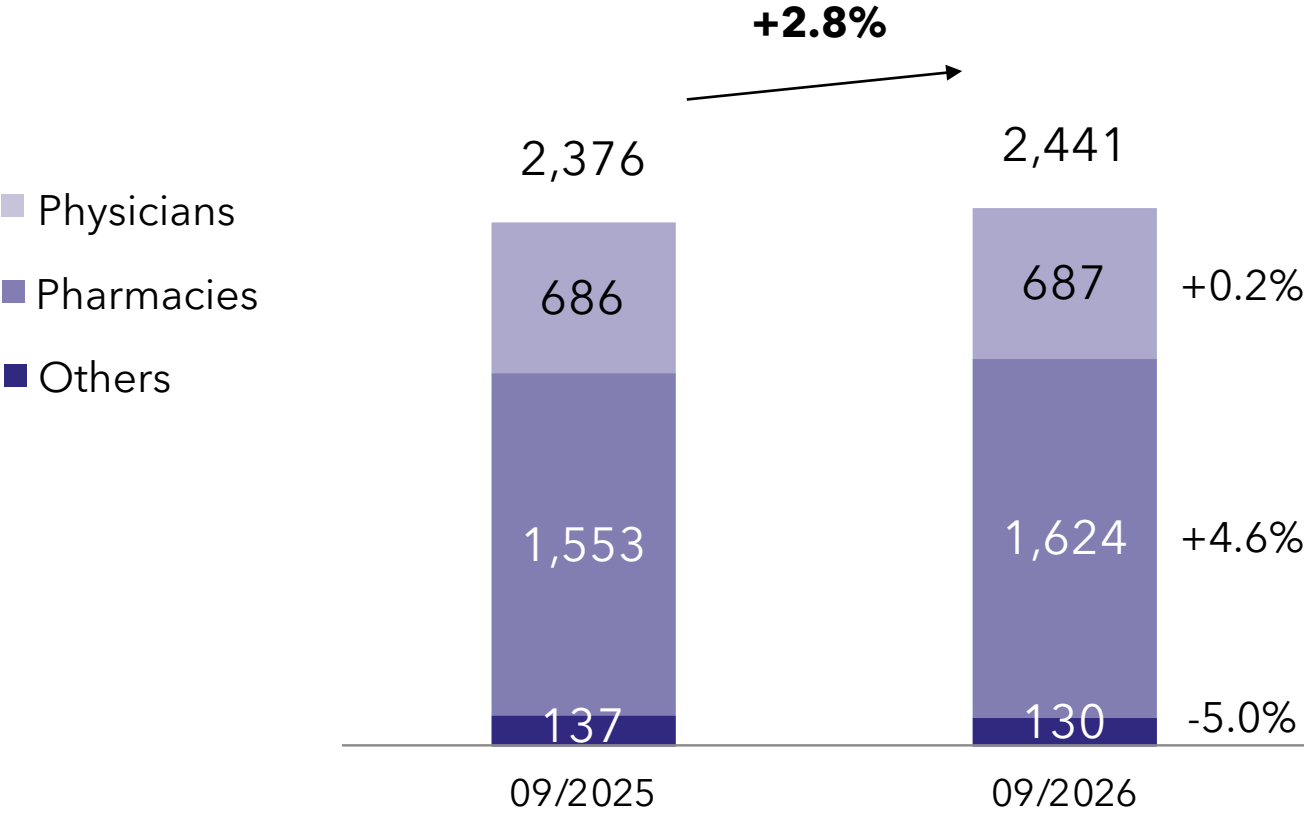
**Growth w/o Bichsel Production**

**+10.5%**

# Wholesale

## Q3 sales temporarily impacted by ERP migration

**Net sales** (in million CHF)



# Guidance 2026 confirmed

Galenica Group  
net sales

**+5%**  
to **+7%**

EBIT adjusted<sup>1,2</sup>

**+6%**  
to **+8%**

Dividend  
for 2026

**at least at  
prior-year  
level**

<sup>1</sup> without effects of IAS 19, IFRS 16, IFRS 3 and one-off effects, see chapter "Alternative performance measures" of the Half Year Report 2026

<sup>2</sup> corresponds +9% to +11% without PY one-off items. The costs associated with the intended closure of Bichsel's production division will mainly be incurred in the first half of 2026 and are not reflected in the adjusted EBIT<sup>1</sup>.

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