

Galénica Group

Annual financial statements

2017

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CFO

Analysts' Conference, 13 March 2018

2017: a unique year!

CHF 1.95 billion

**Initial public offering
(IPO)**

CHF 380 million

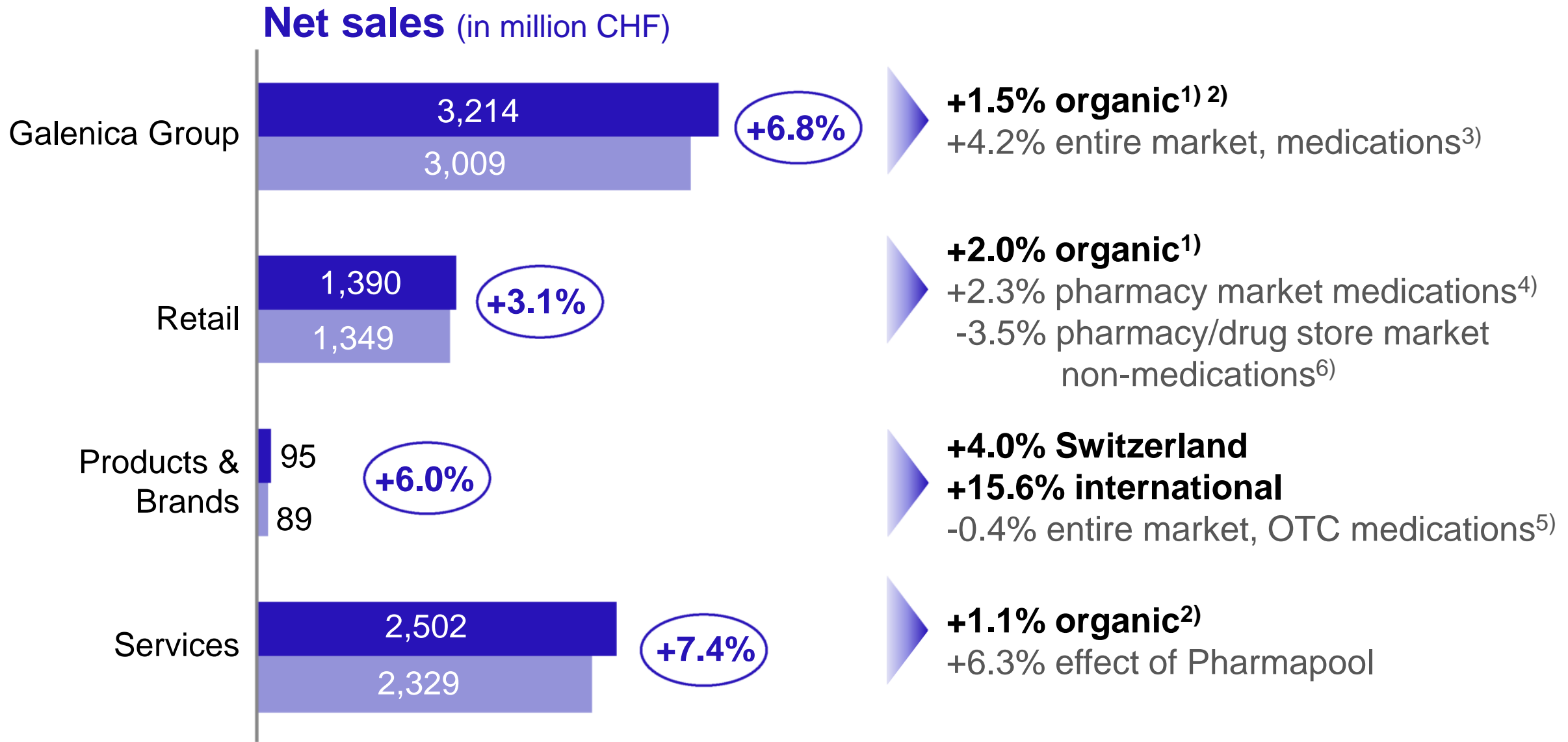
Bonds

**Sales growth
outperformed the market**

Profitability increased

**Balance sheet
strengthened**

Sales growth outperformed the market

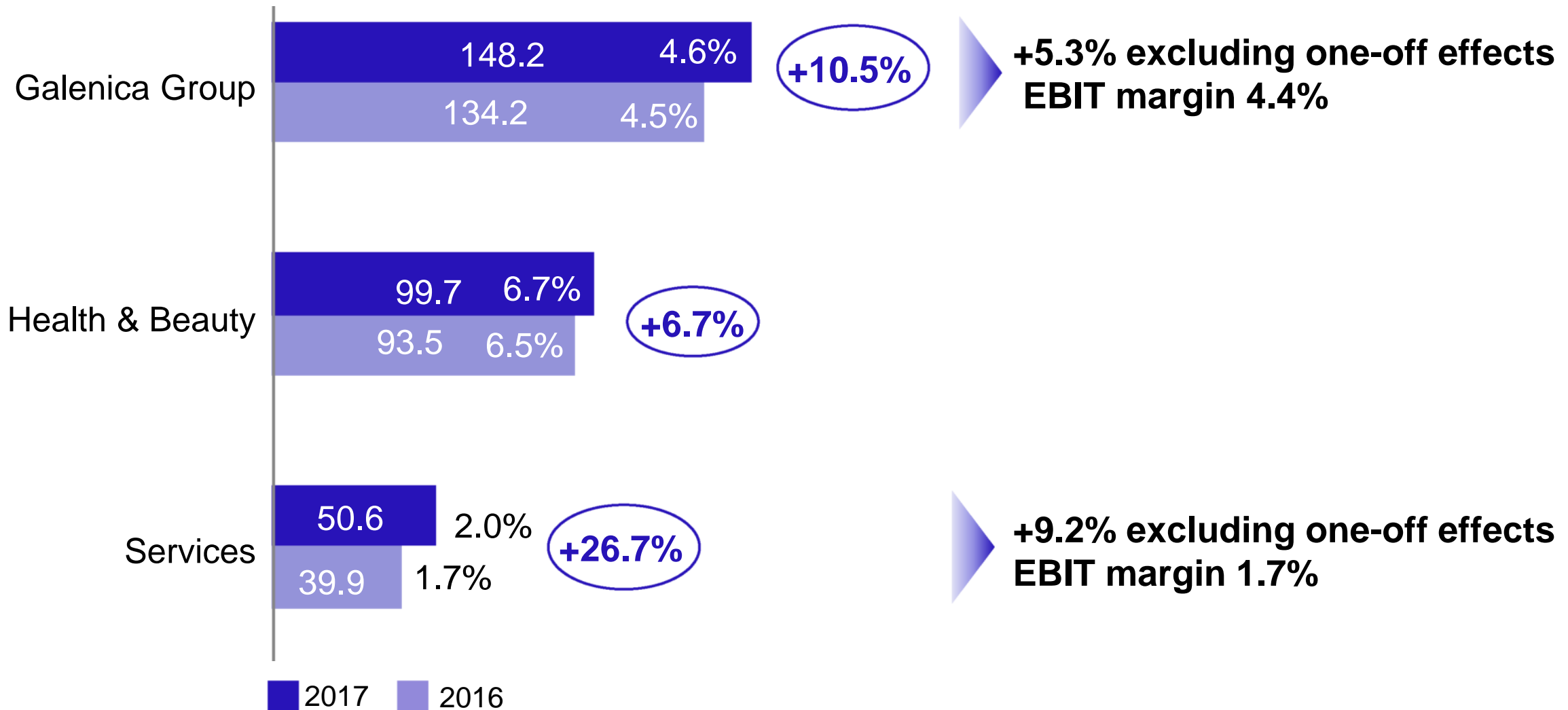


2017 2016

1) Excluding pharmacy acquisitions / closures
 2) Excluding Pharmapool acquisition
 3) Sales from Swissmedic product lists A, B, C, D by suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 4) Sales from Swissmedic product lists A, B, C, D by suppliers and wholesalers to pharmacies
 5) Swissmedic products lists C, D
 6) IQVIA, PharmaTrend, Personal care, patient care and nutrition sales in pharmacies and drugstores at street price

Increase in profitability

EBIT adj.¹⁾ / EBIT margin (in million CHF / %)



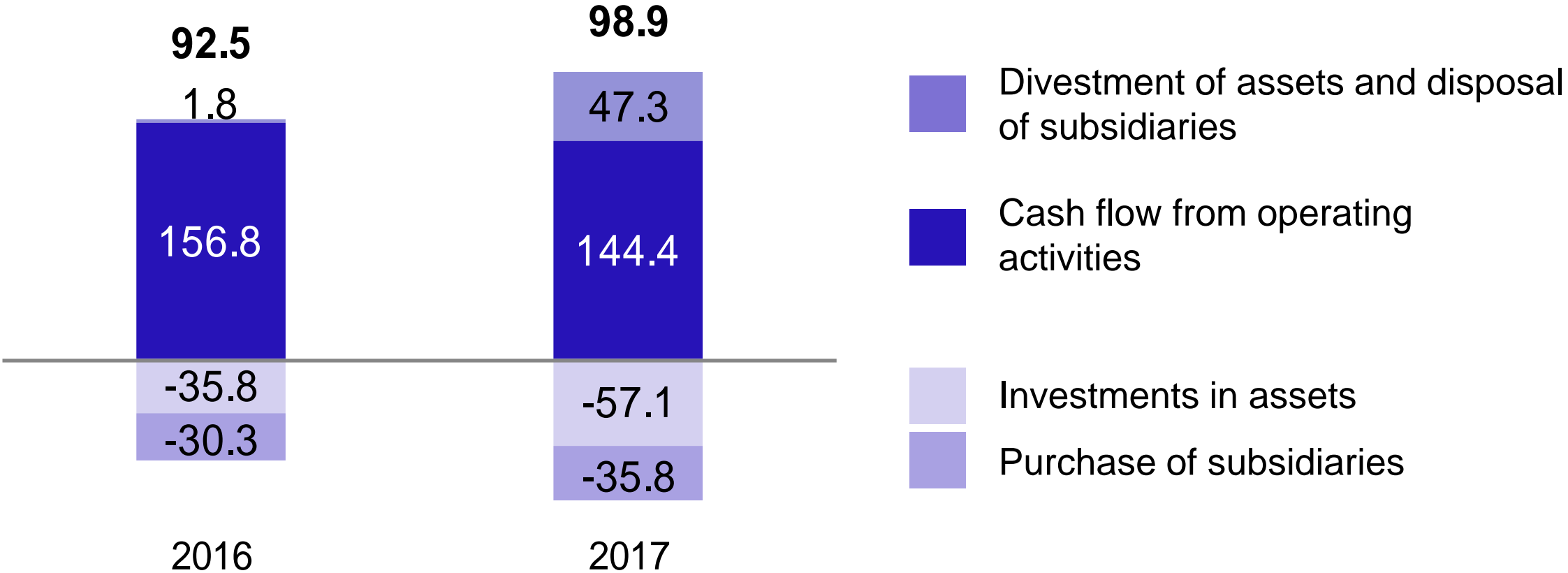
¹⁾ excluding effects of IAS 19

Net profit exceeds expectations

(in million CHF)	2017	2016	of which one-off effects 2017	
			disposals	deferred tax
EBIT adj.¹⁾	148.2	134.2	7 million	
(Effect of IAS 19)	-6.4	-10.4		
EBIT	141.8	123.8	7 million	
Financial result	-1.9	-19.5		
EBT	139.9	104.3	7 million	
Taxes	-21.0	-20.9	-0.7 million	4.3 million
Tax rates	15.0%	20.0%	+0.5% points	+3.1% points
Net profit	118.9	83.4	6.3 million	4.3 million
(Effect of IAS 19)	-5.5	-8.7		
Net profit adj.¹⁾	124.4	92.1	6.3 million	4.3 million

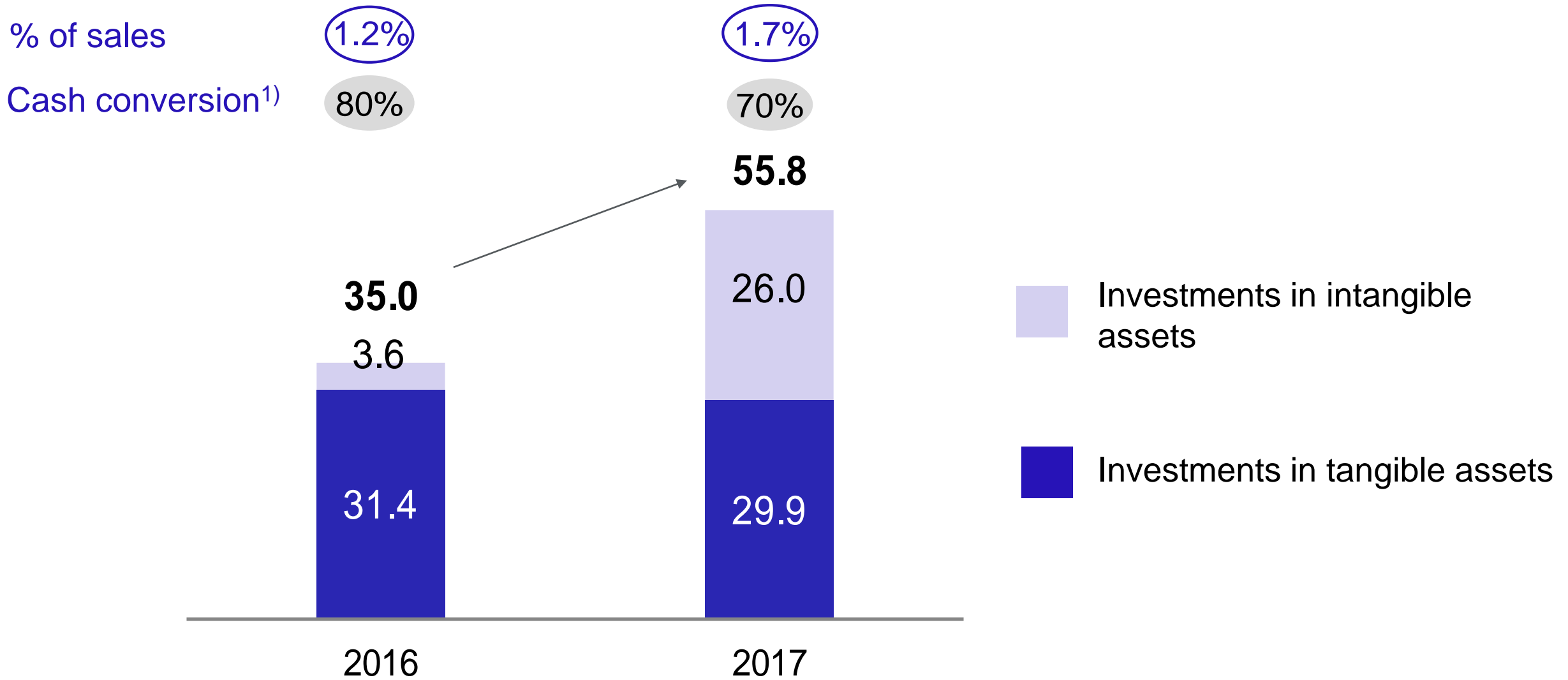
Pleasing free cash flow

(in million CHF)



Investments

(in million CHF)



Robust balance sheet

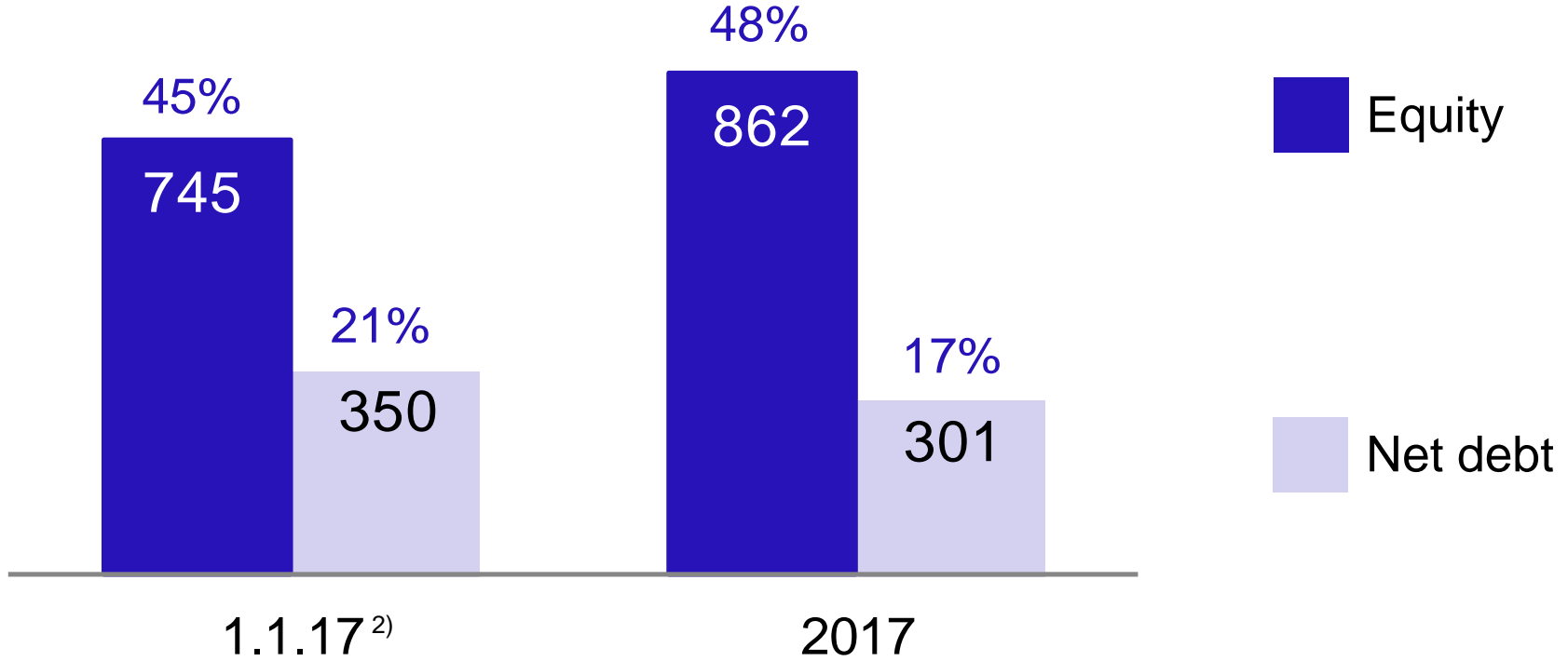
(in million CHF)

Debt coverage¹⁾

2.0x

1.6x

% of total assets



¹⁾ Net debt / EBITDA adj., excl. effects of IAS 19

²⁾ Shareholders' equity and net debt, pro-forma balance sheet as at 1 January 2017

Outlook

Dividends 2017

→ CHF 1.65 dividend per share from capital contribution reserve

Outlook for 2018

→ Sales growth of 2% to 3%

→ EBIT (excluding effect of IAS 19) similar to that in 2017

→ 2018 dividend at least at prior-year level

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