

# Galenica Gruppe

## **Jahresabschluss 2017**

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CFO

Medienkonferenz, 13. März 2018

2017: ein einzigartiges Jahr!

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**CHF 1.95 Mrd.**  
**Börsengang IPO**

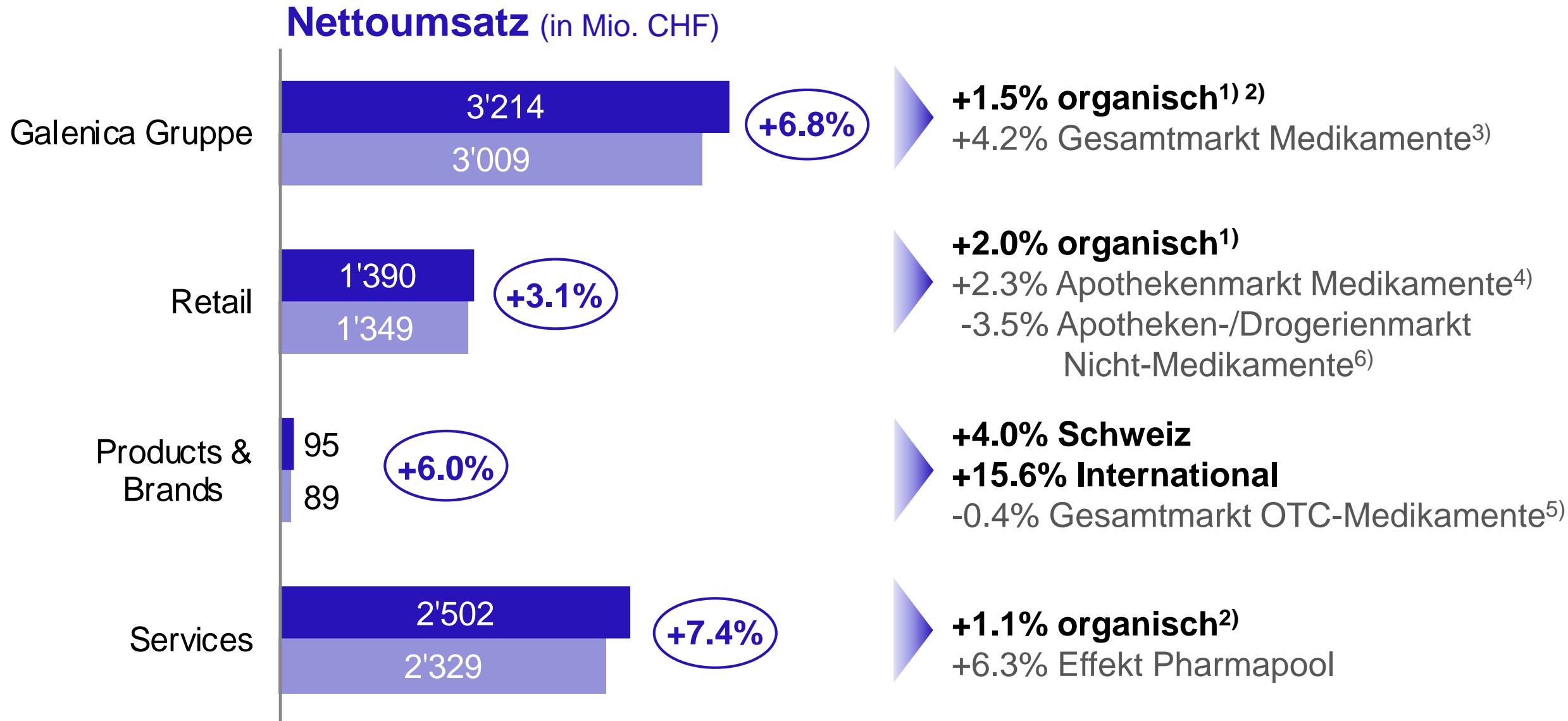
**CHF 380 Mio.**  
**Obligationenanleihen**

**Umsatz über Markt  
gewachsen**

**Rentabilität gesteigert**

**Bilanz gestärkt**

# Umsatzwachstum über Markt



■ 2017 ■ 2016

Quelle: IQVIA, Pharmamarkt Schweiz, Dezember 2017

<sup>1)</sup> ohne Akquisitionen / Schliessungen Apotheken

<sup>2)</sup> ohne Akquisition Pharmapool

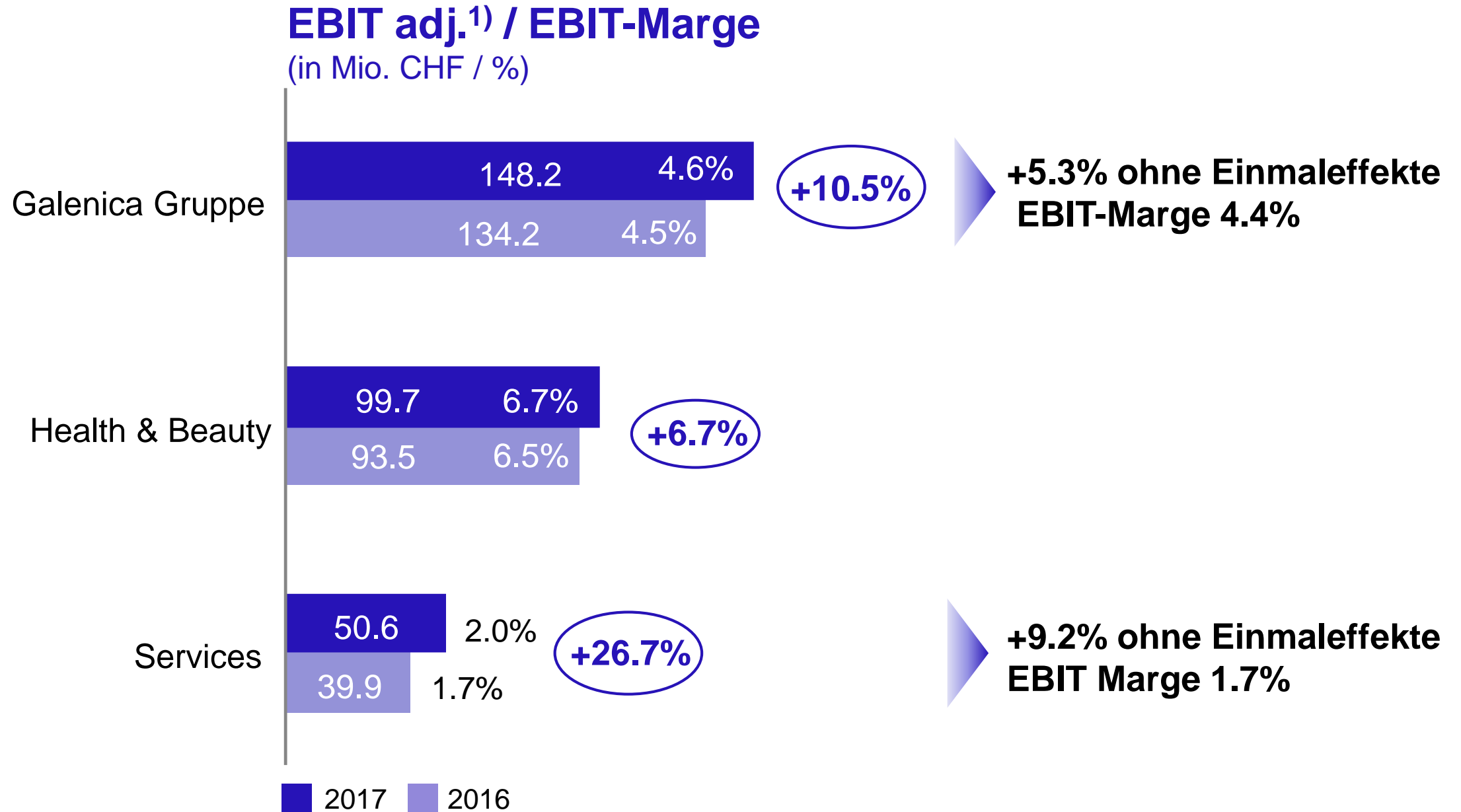
<sup>3)</sup> Heilmittel Swissmedic Listen A, B, C, D Verkäufe von Lieferanten und Grossisten zu Spitäler, Ärzte, Apotheken und Drogerien

<sup>4)</sup> Heilmittel Swissmedic Listen A, B, C, D Verkäufe von Lieferanten und Grossisten zu Apotheken

<sup>5)</sup> Heilmittel Swissmedic Listen C, D

<sup>6)</sup> IQVIA, PharmaTrend, Personal Care, Patient Care und Nutrition Verkäufe in Apotheken und Drogerien zu Streetprice

# Steigerung der Rentabilität

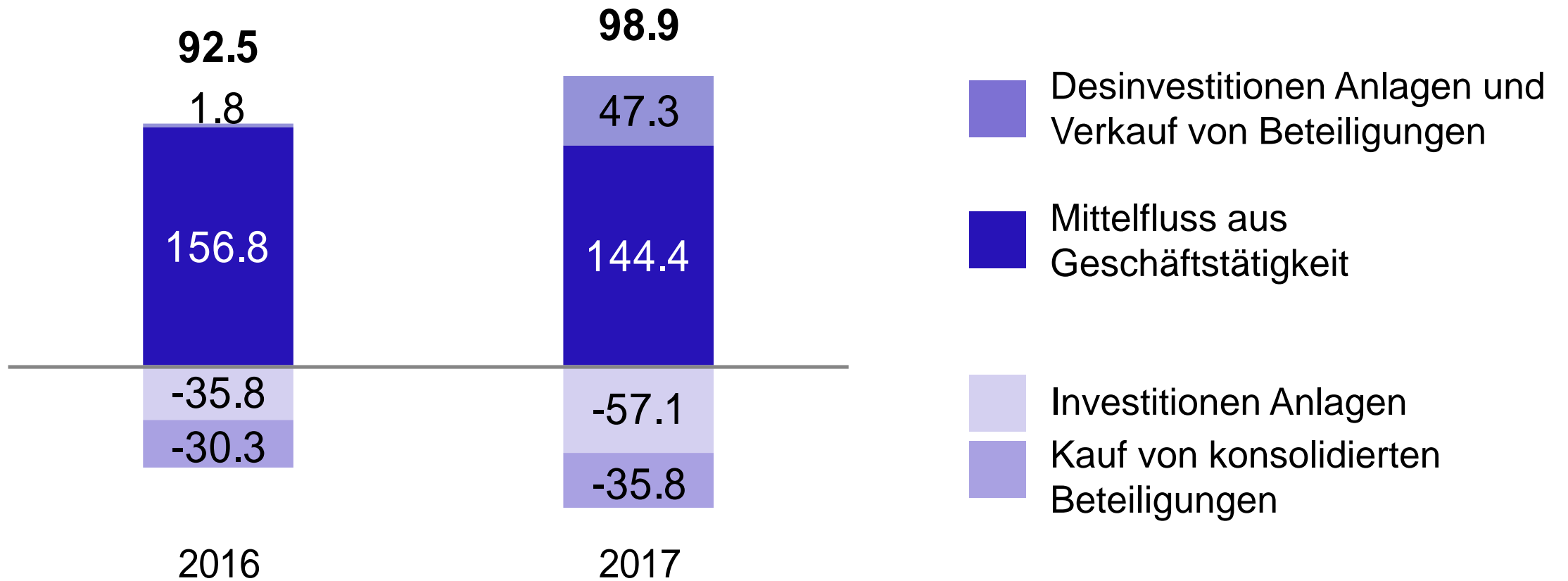


## Reingewinn über den Erwartungen

(in Mio. CHF)	2017	2016	davon Einmaleffekte 2017	
			Verkäufe	latente Steuern
<b>EBIT adj.<sup>1)</sup></b>	<b>148.2</b>	<b>134.2</b>	7 Mio.	
(IAS19 Effekt)	-6.4	-10.4		
EBIT	141.8	123.8	7 Mio.	
Finanzergebnis	-1.9	-19.5		
<b>EBT</b>	<b>139.9</b>	<b>104.3</b>	7 Mio.	
Steuern	-21.0	-20.9	-0.7 Mio.	4.3 Mio.
Steuersatz	15.0%	20.0%	+0.5%-Punkte	+3.1%-Punkte
Reingewinn	118.9	83.4	6.3 Mio.	4.3 Mio.
(IAS19 Effekt)	-5.5	-8.7		
<b>Reingewinn adj.<sup>1)</sup></b>	<b>124.4</b>	<b>92.1</b>	6.3 Mio.	4.3 Mio.

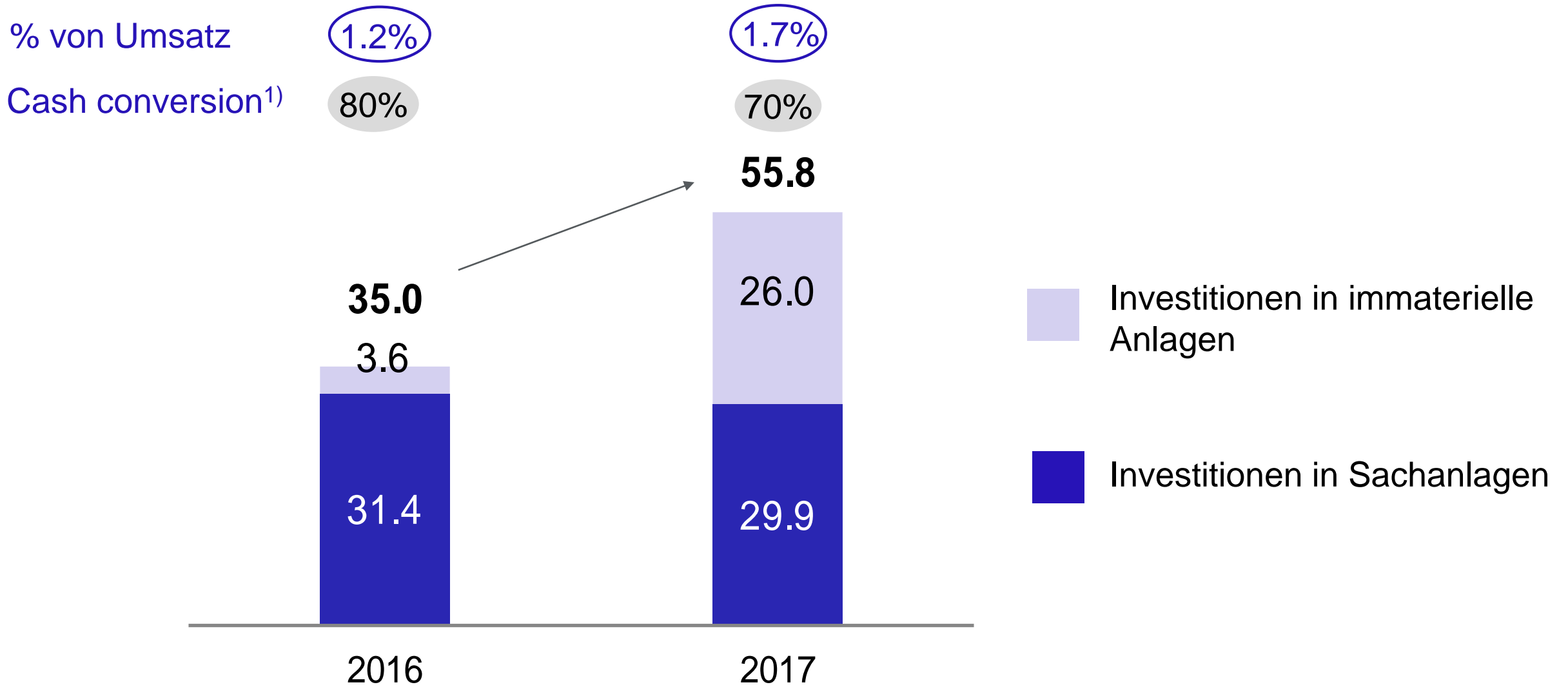
# Erfreulicher Free Cash Flow

(in Mio. CHF)



# Investitionen

(in Mio. CHF)



# Robuste Bilanz

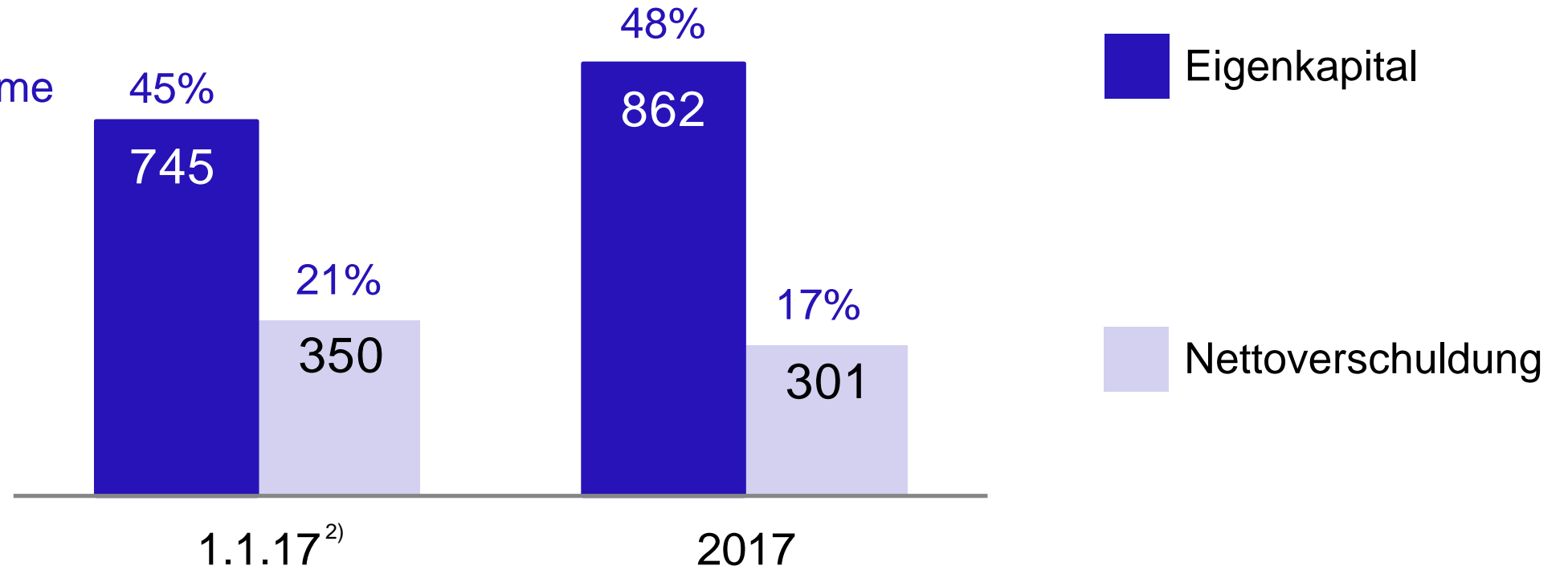
(in Mio. CHF)

Debt coverage<sup>1)</sup>

2.0x

1.6x

% von Bilanzsumme



<sup>1)</sup> Nettoverschuldung / EBITDA adj., ohne IAS19 Effekt

<sup>2)</sup> Eigenkapital und Nettoverschuldung Pro-Forma Bilanz per 1. Januar 2017



## Ausblick

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### Dividenden 2017

→ CHF 1.65 Dividende pro Aktie aus Kapitaleinlagereserven

### Ausblick 2018

→ Umsatzwachstum 2% bis 3%

→ EBIT (ohne IAS19 Effekt) im Rahmen 2017

→ Dividende 2018 mindestens auf Vorjahreshöhe

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