

Portfolio development for customer benefits

Stefan Wälti, CEO Verfora

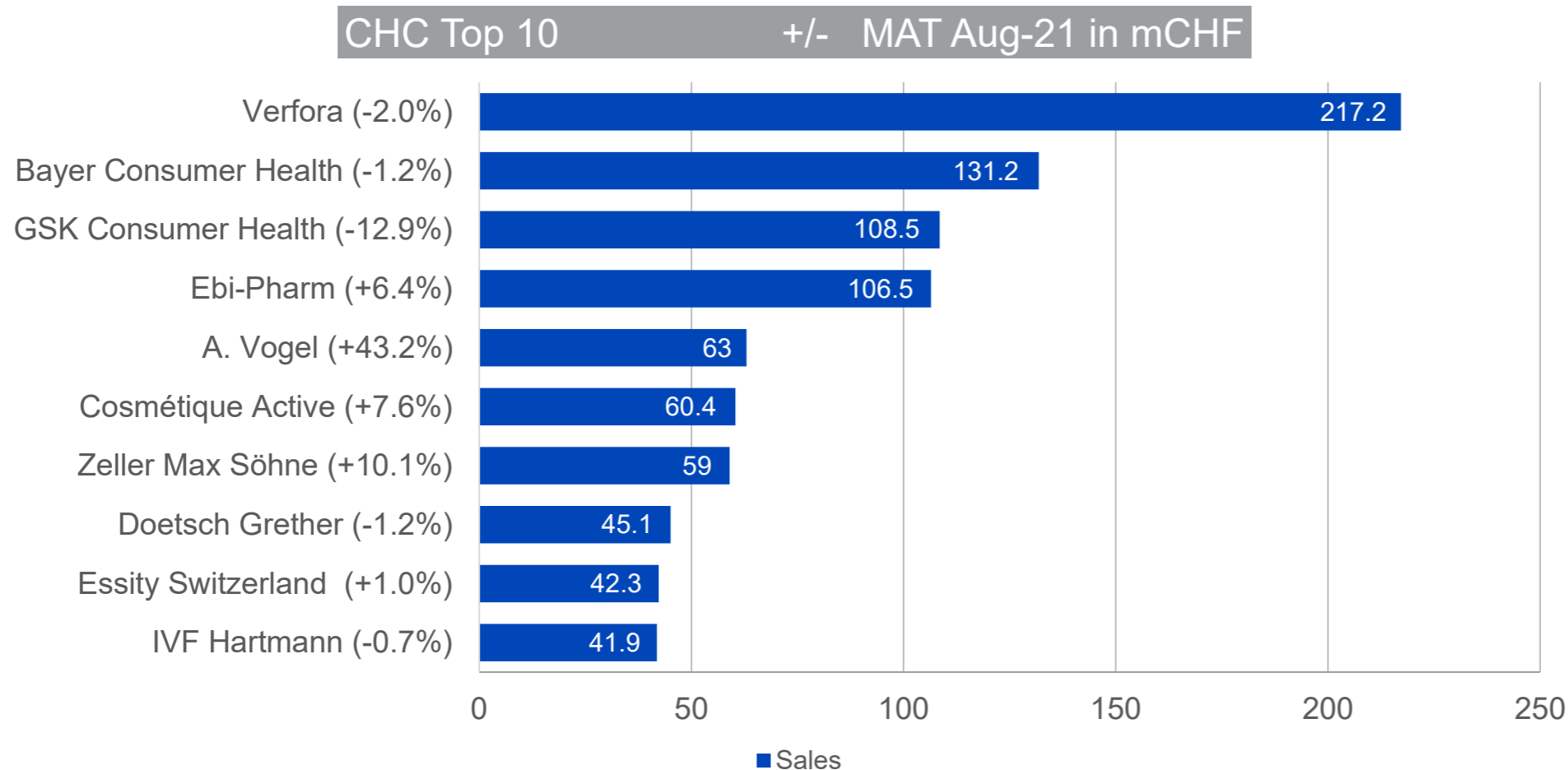
Investor Day, 14 October 2021, Interlaken

Galénica – Health and wellbeing are at the heart of what we do.

VERFORA

Market leader in Swiss Consumer Healthcare (CHC) market

Verfora CHC market share of 8.6%



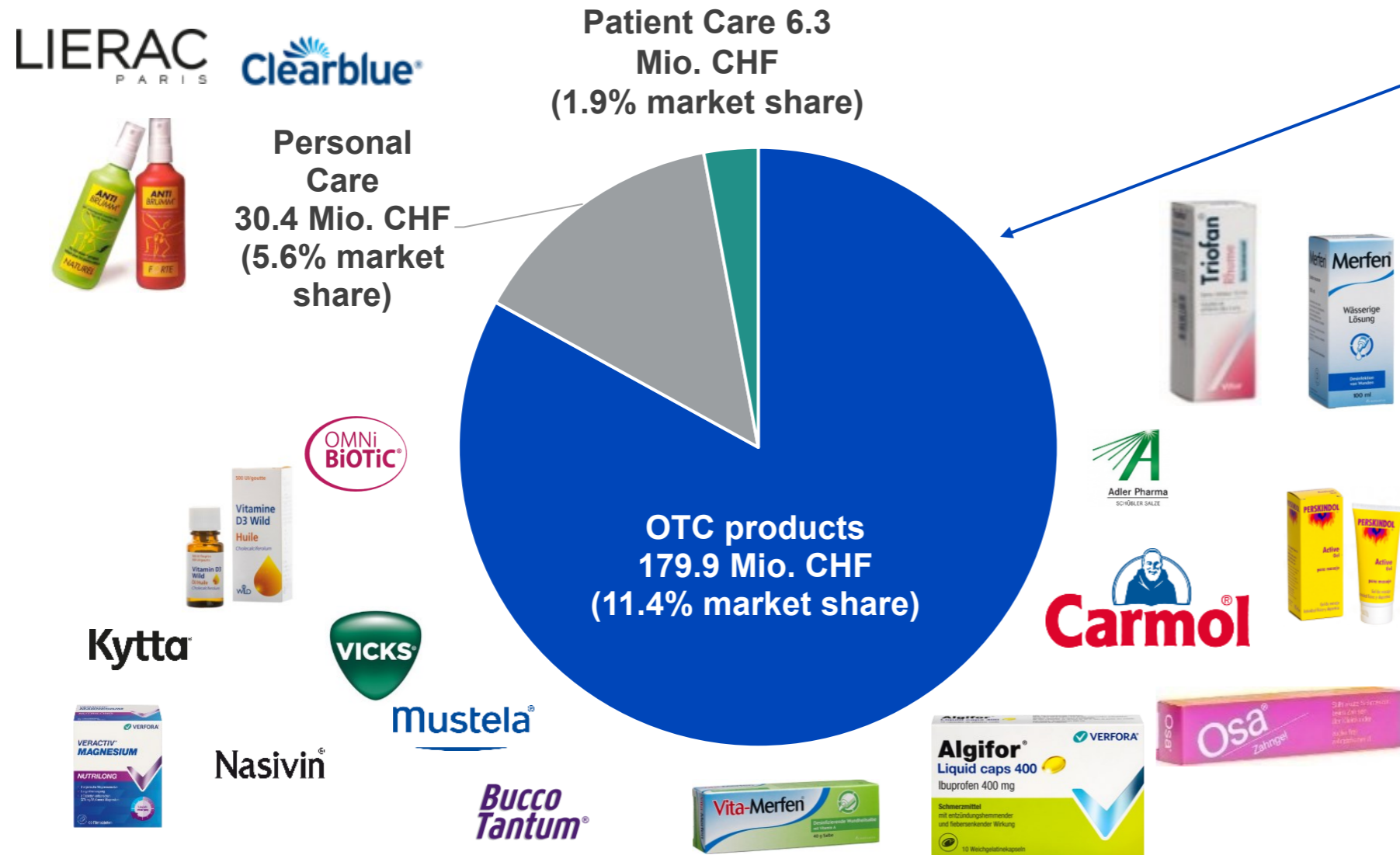
Significant growth drivers in 2020/21:

- Product acquisitions
+ CHF 34 million
- New distribution agreements
+ CHF 30 million

IQVIA Sell-out Street Price Pharmacies & Drugstores MAT Aug-21

VERFORA

Verfora market sales by category



Main product categories of Verfora in OTC market:

- Pain relief
CHF 69.0 million
(27.8% market share)
- Cough & cold
CHF 41.4 million
(16.5% market share)
- Vitamins, minerals & nutritional supplements
CHF 22.8 million
(7.7% market share)
- Skin treatment
CHF 15.6 million
(8.0% market share)

IQVIA Sell-out Street Price Pharmacies & Drugstores MAT Aug-21, without sales in category Nutrition of CHF 0.6 million

Investor Day, 14 October 2021

VERFORA

Growth Strategy

- Big OTC brands
- Emerging platforms complementary medicine, beauty & Rx
- New distribution agreements
- Acquisitions of brands / companies
- International expansion via distributors



VERFORA M&A History 2020 & 2021



Acquisition
Hedoga Group



- OTC
- Beauty
- Complementary Medicine

Distribution
Allergosan®

Distribution
ThermaCare®



Acquisition
Dr. Wild



Distribution
Bucco-Tantum®

Distribution
Uriage®

Distribution
Mustela®

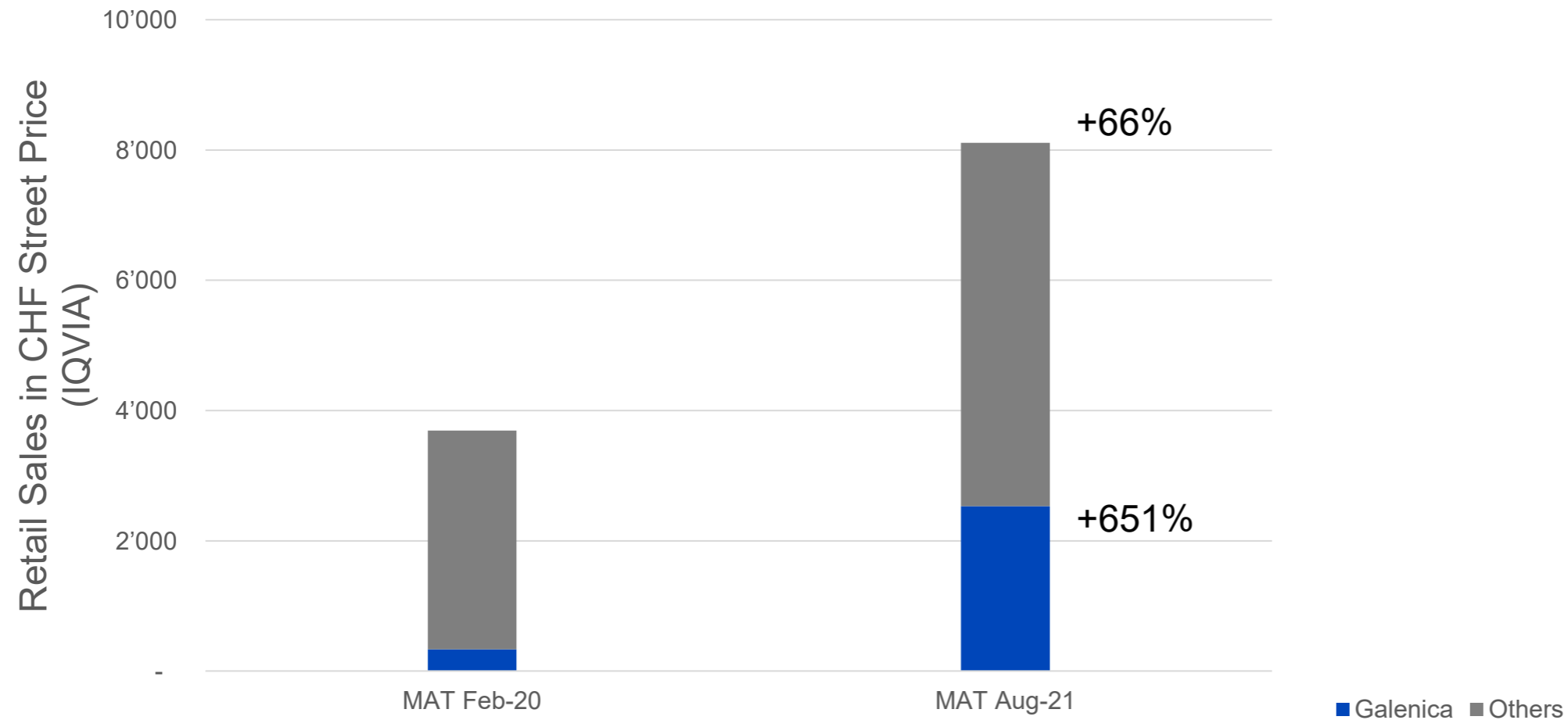
Acquisition
Spagyros®



VERFORA – Success case portfolio Institute Allergosan®

Core product: Omni-Biotic®

Galenica increased market share from 9% to 31% within 18 months



VERFORA

Acquisition of pharma business Dr. Wild in May 2021

- Acquisition of well-known brands, leading position in Vitamin D
- Step by step integration in Verfora portfolio
- Start doctor detailing with separate sales force from January 2022 onward



VERFORA

Acquisition Spagyros Ltd. Sep-21

- 4-pillar platform: Phyto Drugs, Gemmo Therapy, Spagyric and Homeopathy
- Brands Spagyrom[®] and Gemmo[®]
- Special know how and excellent image
- 2 Swiss production sites



Herb garden in La Malmaison, Jura

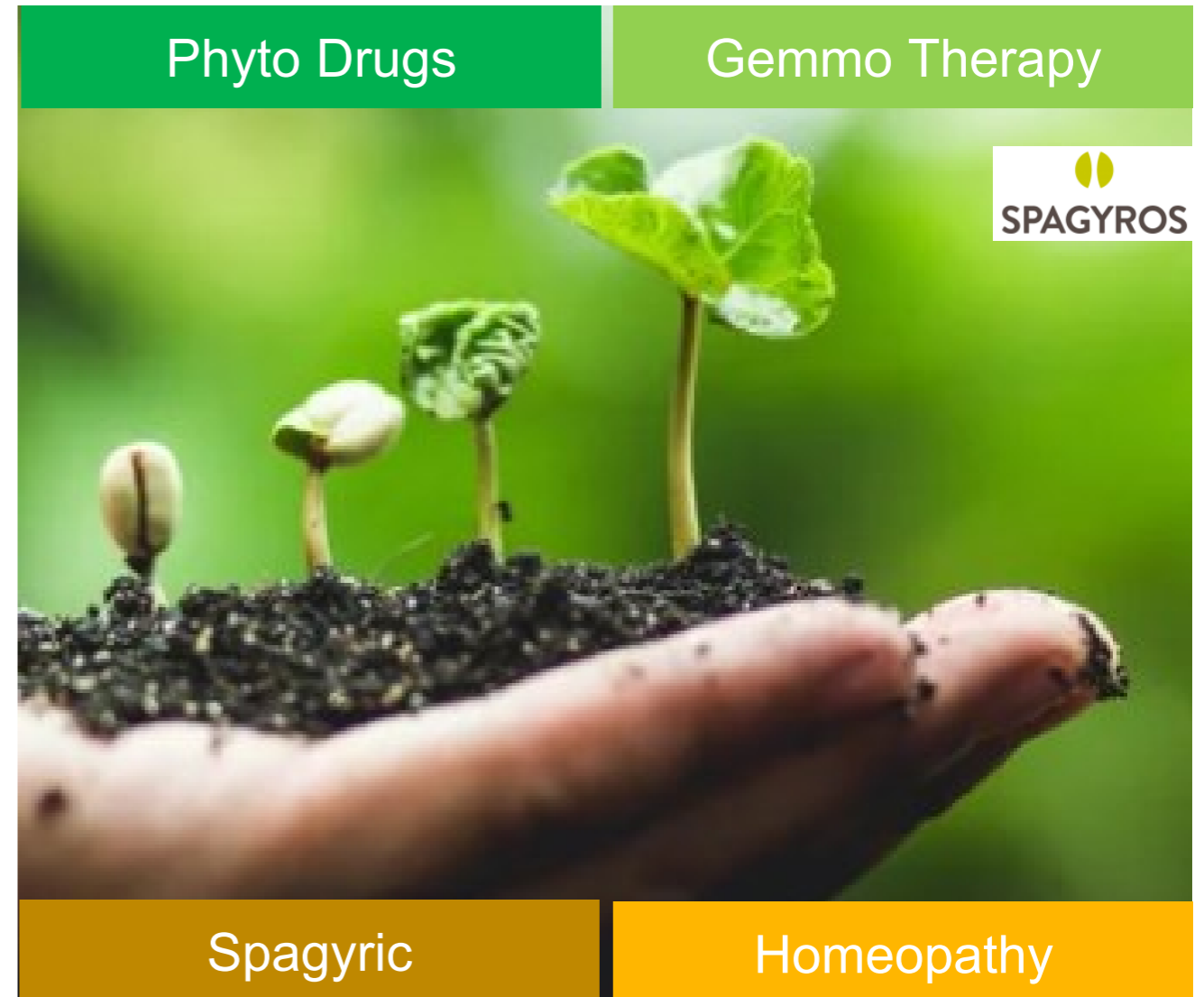


Production facility in Worb, Berne

VERFORA

Ambitious plans for complementary medicine & Spagyros

- Grow complementary medicine pillar
- Exploit growth potential of Spagyros' assets
- Build competence centre in complementary medicine



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