
1 year after the IPO

Pleasing growth on a solid foundation
with multiple prospects

Jean-Claude Clémenton
CEO

Media Conference, 13 March 2018

2017 in figures

Pleasing performance thanks to all Business sectors

Galenica Group:

in million CHF

Sales:	3,214.2	+ 6.8%
EBIT ¹⁾ :	148.2	+ 10.5%
Net profit ¹⁾ :	124.4	
Dividend ²⁾ :	CHF 1.65 per share	

1) Excluding the effects of IAS 19

2) Proposal to the Annual General Meeting on 9 May 2018

Corporate Executive Committee

Established management team with together 75 years of experience at Galenica



Jean-Claude Cléménçon
CEO



Felix Burkhard
CFO



Daniele Madonna
Head Retail



Torvald de Coverly Veale
Head Products & Brands



Christoph Amstutz
Head Services



Further progress on our 3 development axes



Expansion

A horizontal bar composed of four arrow-shaped segments pointing to the right. The segments decrease in opacity from left to right, with the first being dark blue and the last being lightest blue.



Innovation

A horizontal bar composed of four arrow-shaped segments pointing to the right. The segments decrease in opacity from left to right, with the first being dark blue and the last being lightest blue.



Efficiency

A horizontal bar composed of four arrow-shaped segments pointing to the right. The segments decrease in opacity from left to right, with the first being dark blue and the last being lightest blue.

EXPANSION

2017: expansion in all Business sectors

Retail

8 new locations

- Own pharmacies: **337**
- Total network: ~ **500**



Products & Brands

New products and partnerships



- Merfen[®] and Vita-Merfen[®]
- Beauty brands: Lierac, Phyto
- Partner brands: Excilor, Adler Schüssler mineral salts



Services

Acquisitions

- Pharmapool
- New exclusive partnerships with Clarins and Coty



2017: the pharmacy goes online

Websites:

Around 1.2 million visitors to all websites

Start of Click & Collect:

- Coop Vitality: July 2017
- Amavita & Sun Store: September 2017

Online orders:

- 12,500 orders via webshops
- Of which **20% already** via Click & Collect in just 4 months
- Around 12,000 products on offer (Q1 2018)



2017: new services for clients and partners

Services

Diabetes
Es kann jeden treffen

Kennen Sie Ihren Blutzuckerwert?

AMAVITA+
Sich einfach besser fühlen.

OhrCheck

Eine Ohrspiegelung dient zur Feststellung von Erkrankungen im Bereich des Gehörs.

Aprioris



Uninterrupted cold chain (Deep freeze) cold chain (down to -80°C)



Documedis®



New products



Med-Center



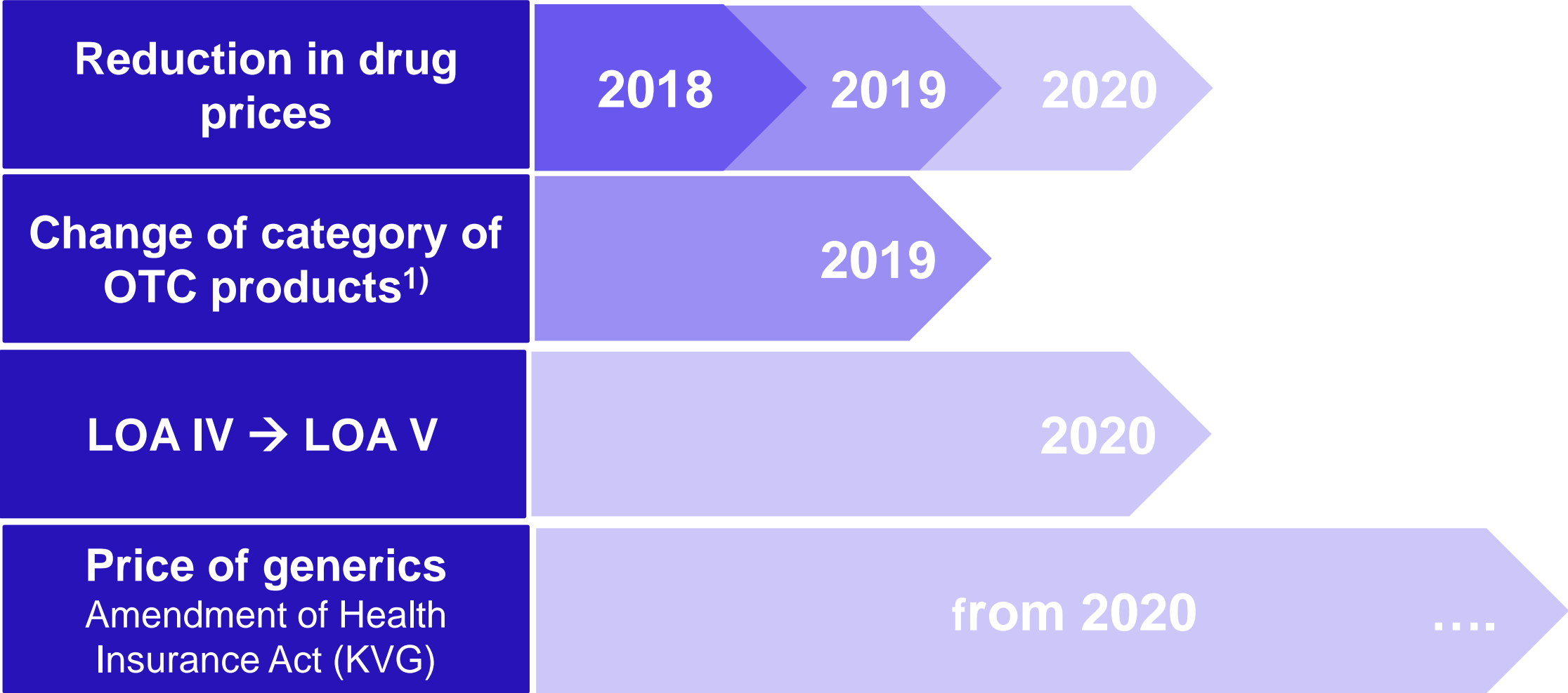
EFFICIENCY

2017: synergies developed and consistently utilised

1. New ERP project
(pre-wholesale and wholesale)
2. Triapharm[®] introduced throughout the Group
(incl. direct invoicing)
3. Back-office functions in Retail centralised
and further process adjustments



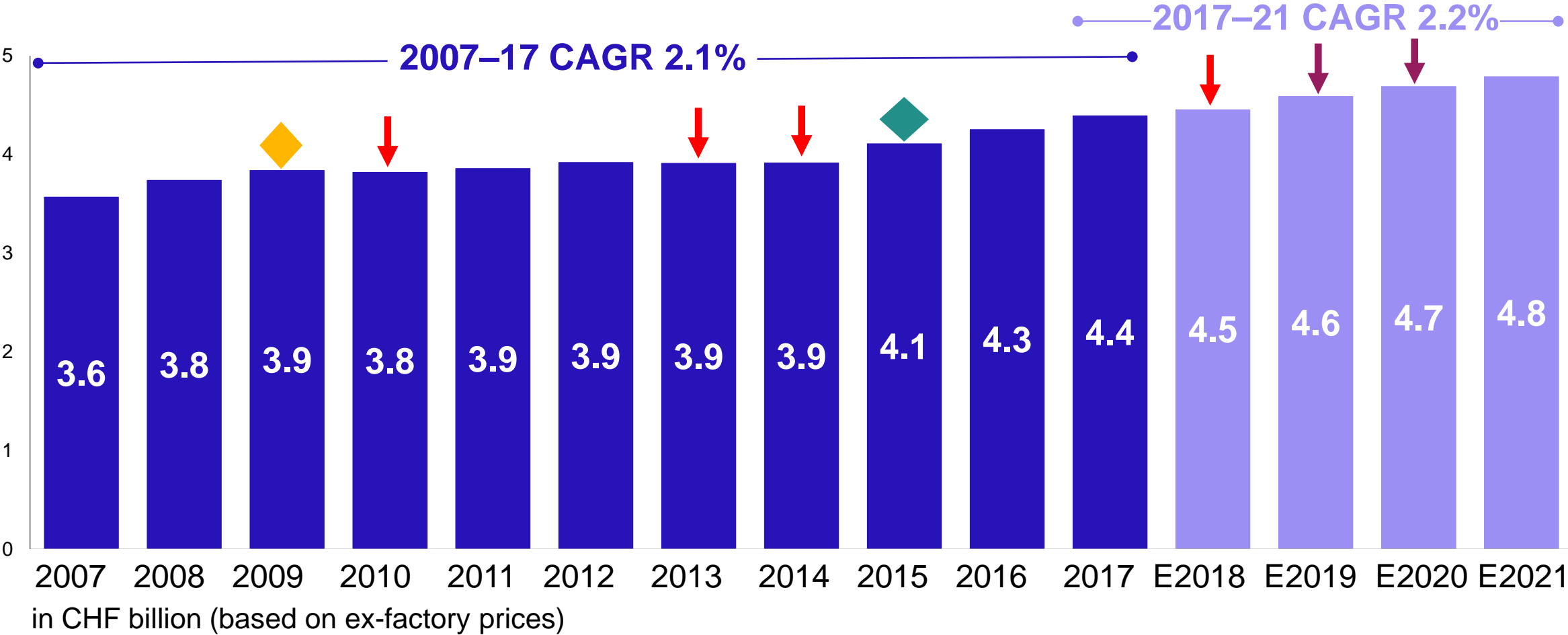
Authorities: measures and projects



¹⁾ Swissmedic categories C, D

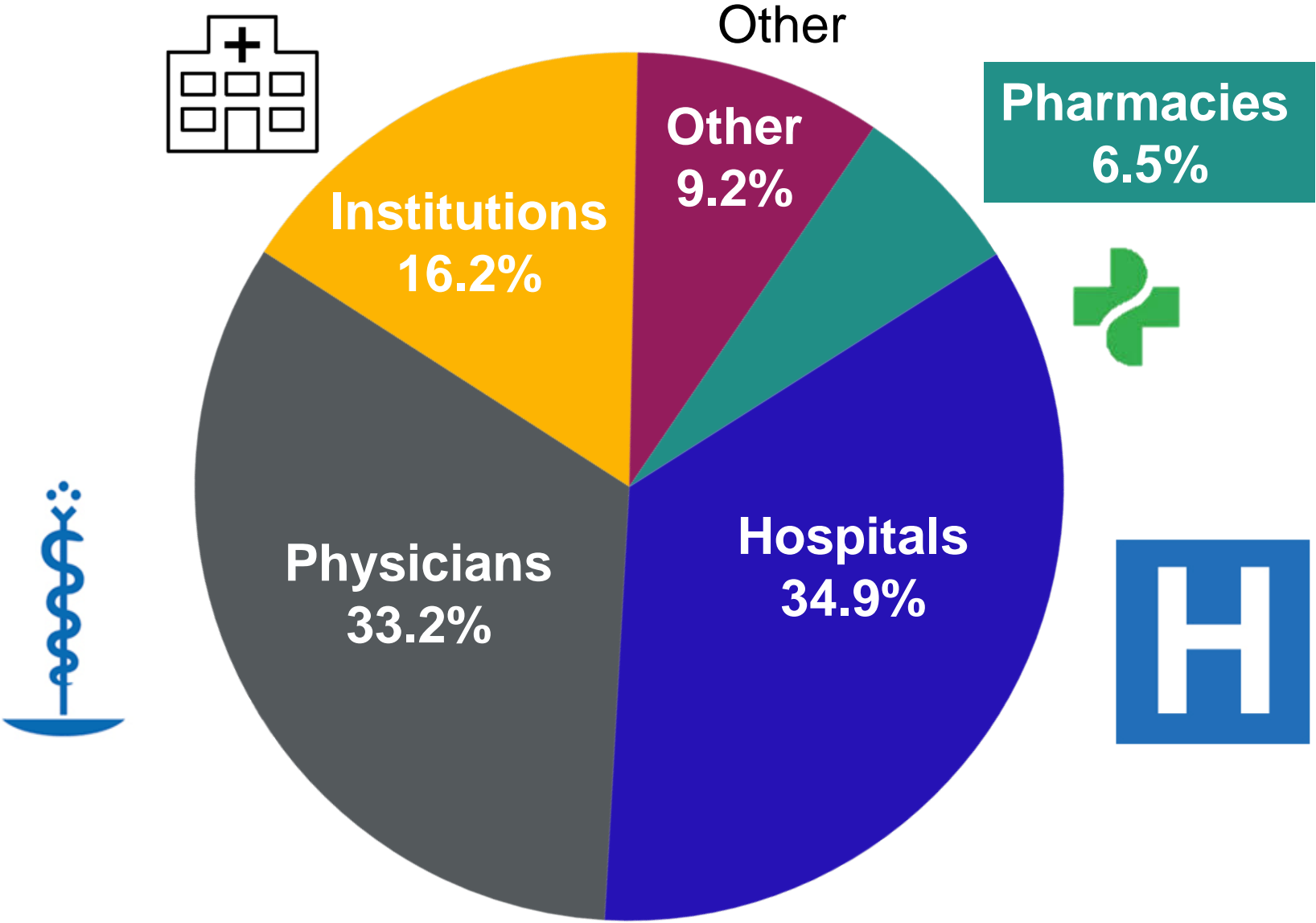
Market outlook 2018 – 2021

Development of the pharmaceutical market (excluding hospitals)



- ◆ Financial crisis
- ◆ Discontinuation of minimum exchange rate by SNB
- ↓ Government-mandated price reductions
- ↓ Planned government-mandated price reductions

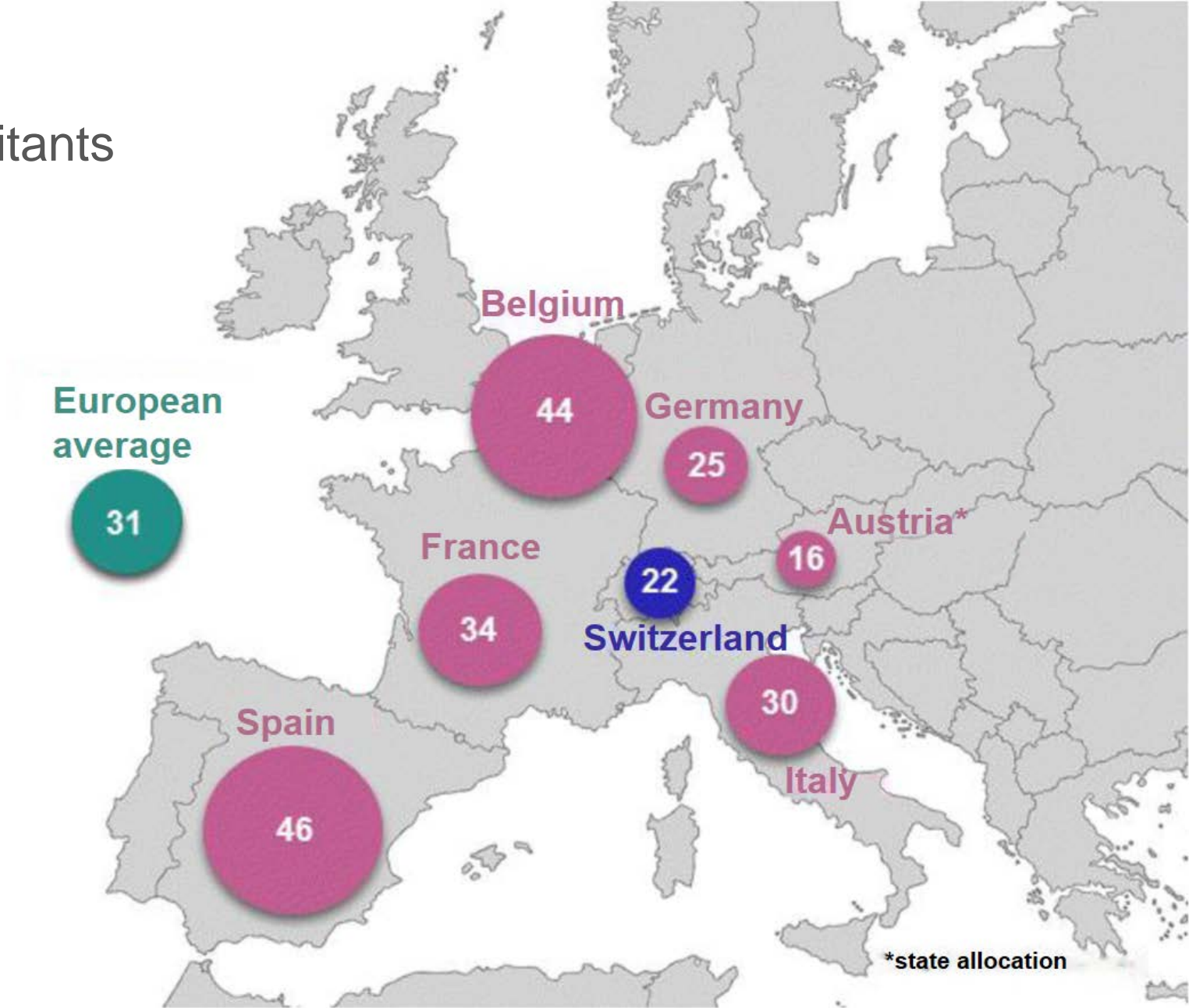
Where do healthcare costs go?



Pharmacy density in Europe

Switzerland has comparatively low density

Nb of pharmacies per 100,000 inhabitants



Source: PGEU Database 2016

*state allocation

Galenica Group



Focus for 2018: closer to the customer



Outlook for 2018

Strengthening of offering and online distribution in Retail

New since January 2018:

care  [®]
product

- Strong online presence
- Growing market
- Focus on needs of target groups



Outlook for 2018

From July 2018 – “Bahnhof Apotheke” pharmacy in Zurich main station



Q4 2017

337

Q1 2018

339

????? ..

350

Outlook for 2018

New brand identity - from 1st June 2018



Outlook for 2018

Further development

Retail:

- E-Shops and Click & Collect
- Process improvement
- Pharmacy network
- Pilot projects



Products & Brands

- Development of current portfolio
- Acquisitions and new representations



Services:

- ERP implementation
- Services
- Documedis®
- New blister packaging machines



Expansion

Efficiency

Innovation



Thank you for placing your trust in us!

