
Galenica 2019

Successful and sustainable development

Jean-Claude Clémenton
CEO

Media and analysts' conference, 10 March 2020

Result improved – dividend increased

→ **Strong sales growth**

→ **Profitability enhanced**

→ **Dividend increased**

Galenica Group:

In CHF million

Sales: 3,301.0 +4.3%

EBIT¹⁾: 166.9 +8.3%

Net profit²⁾: 134.2 +7.7%

Dividend³⁾: CHF 1.80 per share
(+5.9%)

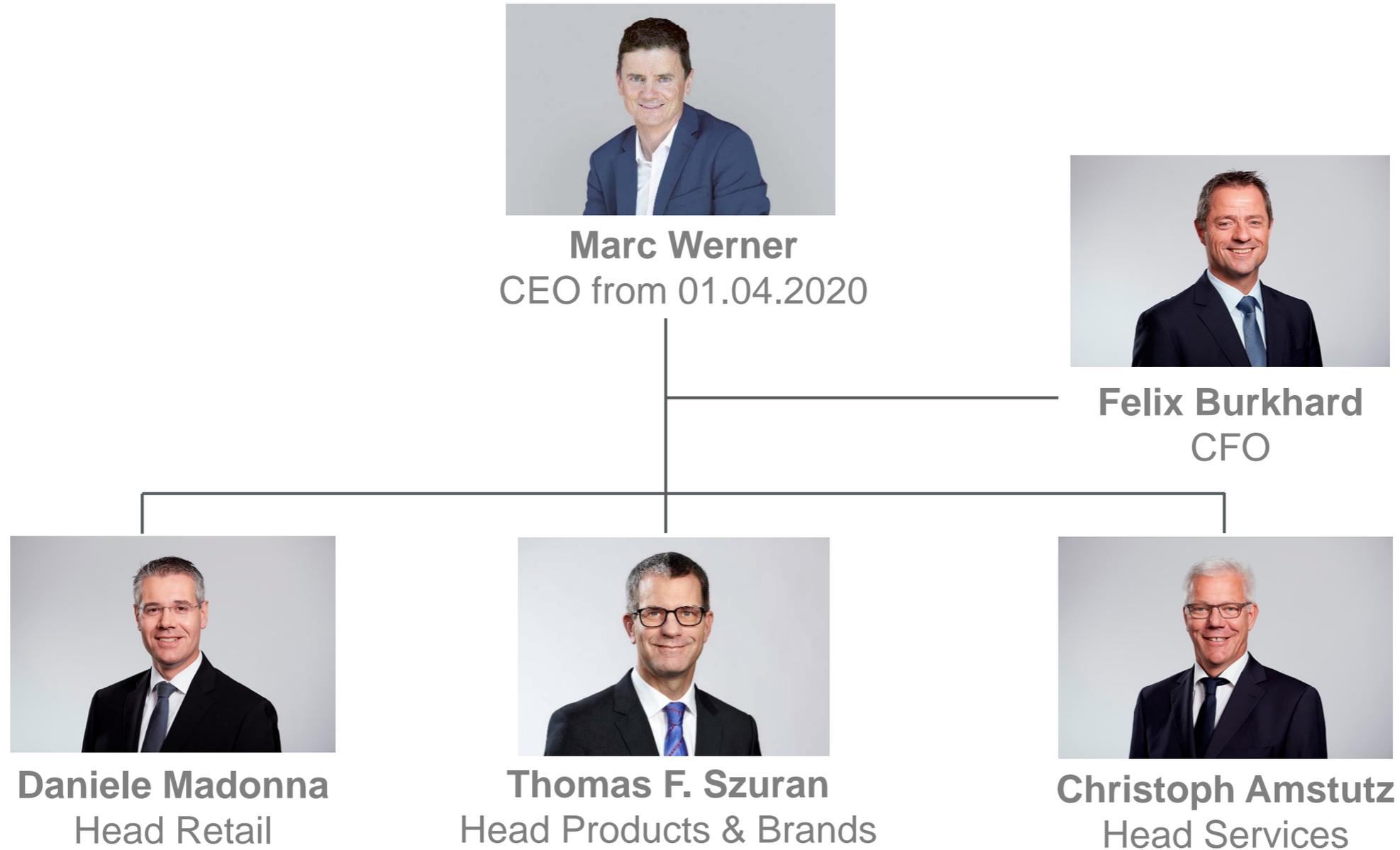
¹⁾ Excluding the effects of IFRS 16 and IAS 19 (details of the adjusted key figures in the full version of the Annual report 2019 from page 92 onwards)

²⁾ Adjusted net profit, excluding the effects of IFRS 16 and IAS 19 (details of the adjusted key figures in the full version of the Annual report 2019 from page 92 onwards) and excluding one-off effects from changes in the provisions for deferred taxes of CHF +56.2 million in 2018 and CHF -8.4 million in 2019 due to the Swiss Tax Reform

³⁾ Proposal to the Annual General Meeting on 19 May 2020

Corporate Executive Committee

New CEO from 1 April 2020



Change to the Board of Directors

Pascale Bruderer

proposed for election as member of the Board of Directors

We are looking forward to the reinforcement!



Fritz Hirsbrunner

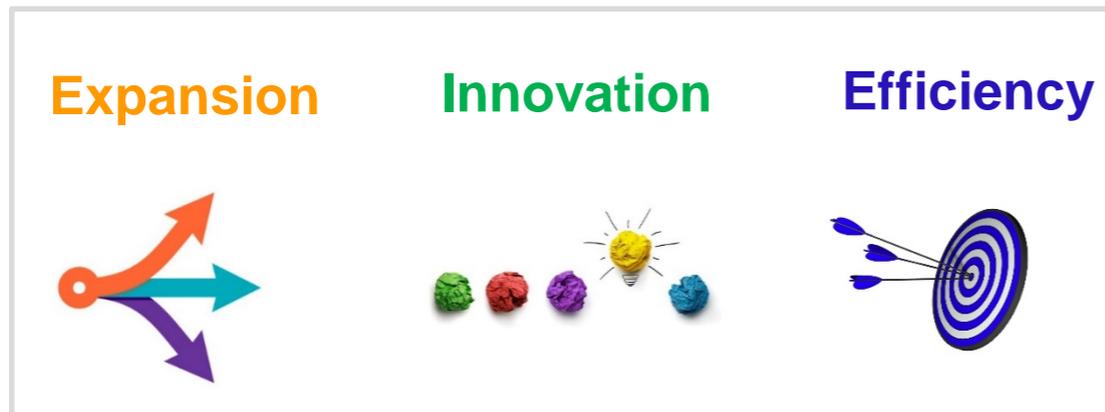
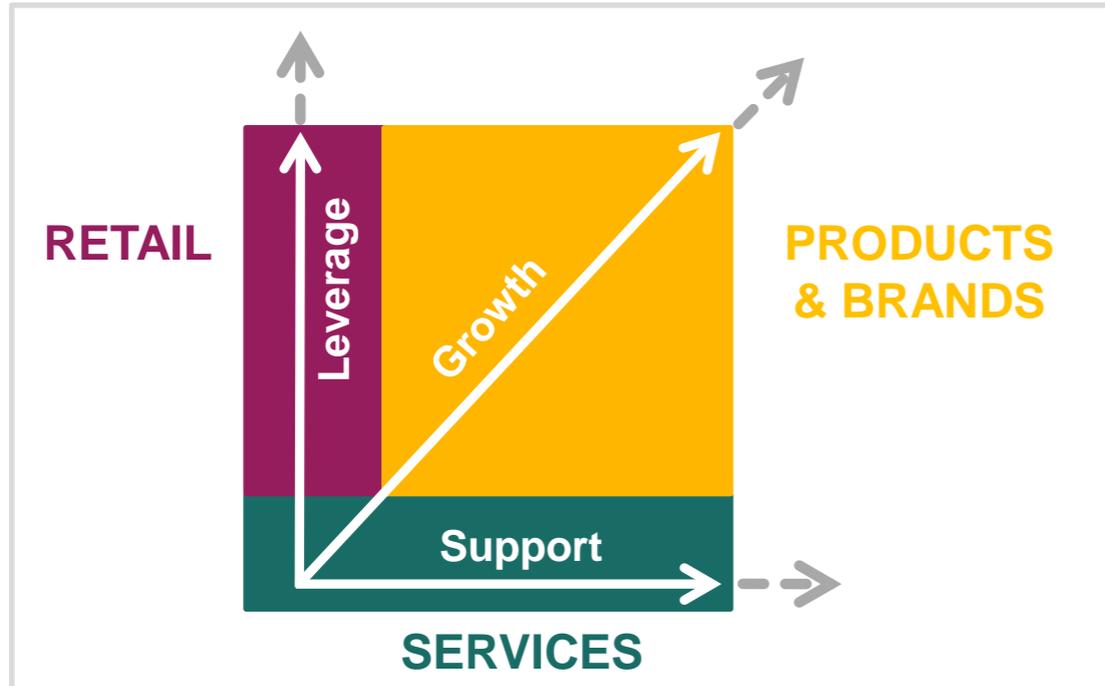
Will not stand for re-election to the Board of Directors

Our sincere thanks for the commitment



Strategy

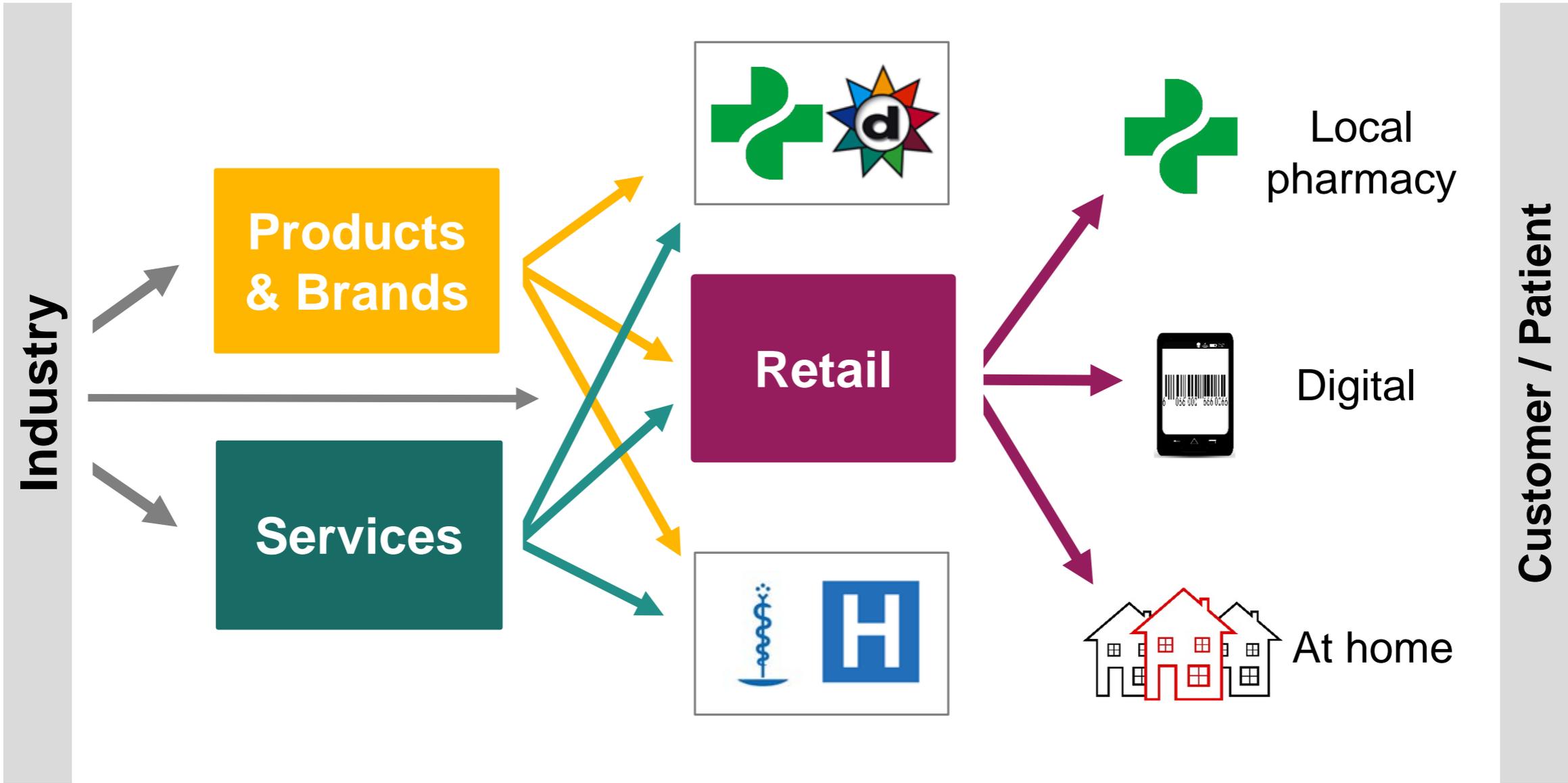
Galenica is well equipped...



- Unique logistics
- Largest market access
- Own products

Omni-Channel

...and networked with all healthcare market participants across all channels



Sustainable progress on all 3 development axes

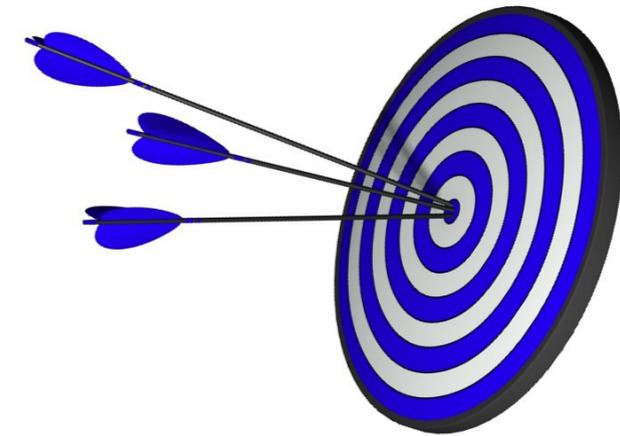
Expansion



Innovation



Efficiency



Expansion



Retail: expansion of all channels



+11 own pharmacies in 2019!

- Own pharmacies: **356**
- Total network: **513**



> 60,000 products available online!



Acquisitions of the Bichsel Group and of Curarex Swiss

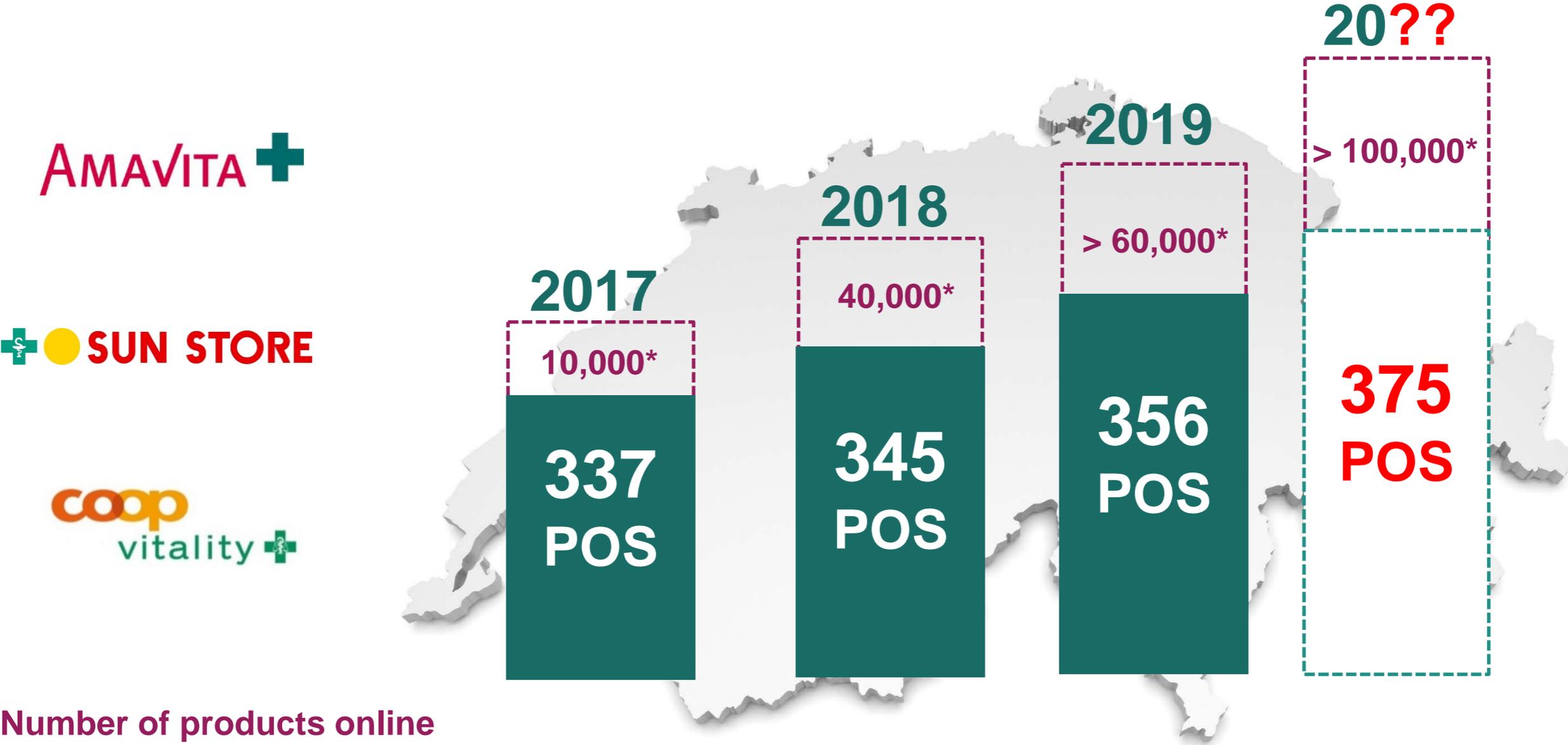
Products & Brands: Partnerships and portfolio further developed



DERMAFORA



Retail: further strengthen all channels



* Number of products online

Products & Brands: ... it doesn't stop there!



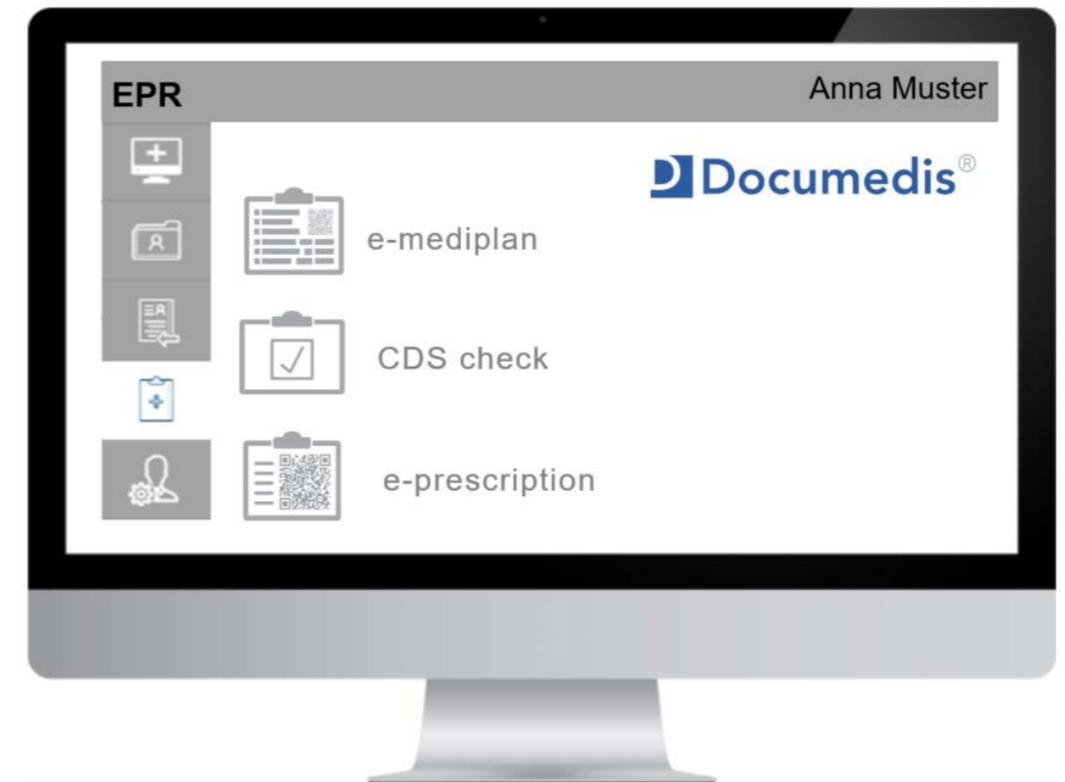
Innovation



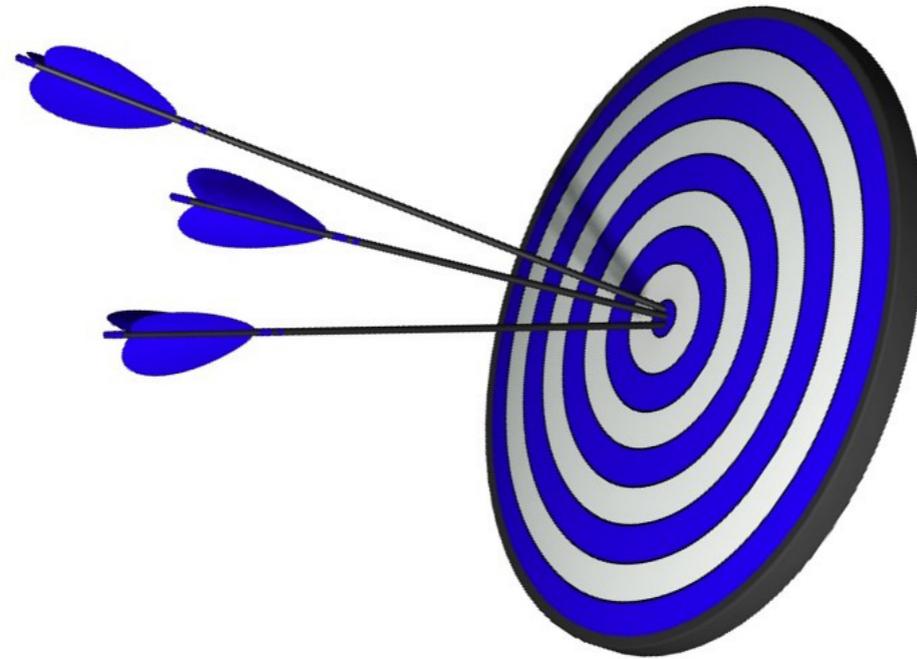
Documedis®: the bridge to e-health

- Integration of Documedis® into software systems of pharmacies, physicians and care homes
- CDS check in three additional hospitals
- 2020: Documedis® interface to EPR (electronic patient record)

Documedis®



Efficiency



Services: investments for the future

- New ERP solution at Alloga and Galexis
- Modernisation of Lausanne-Ecublens distribution centre at Galexis

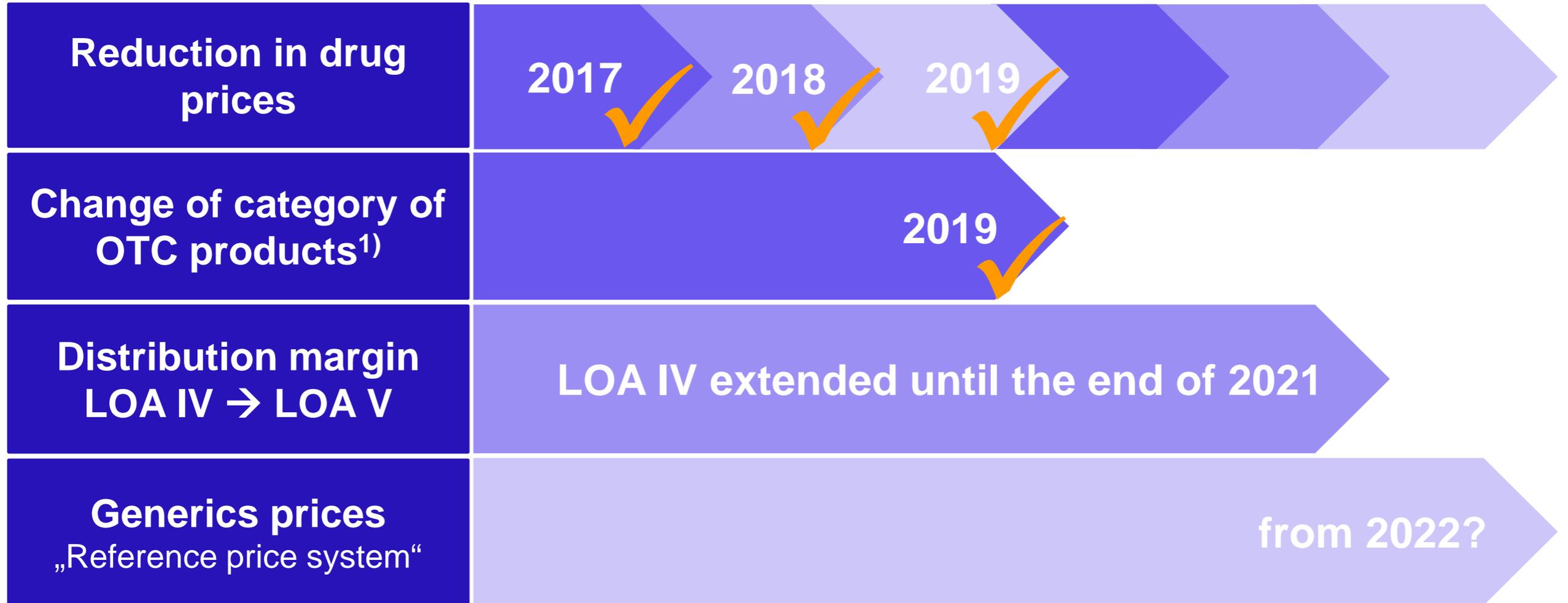


Galexis – Lausanne-Ecublens distribution centre

Regulatory and political environment



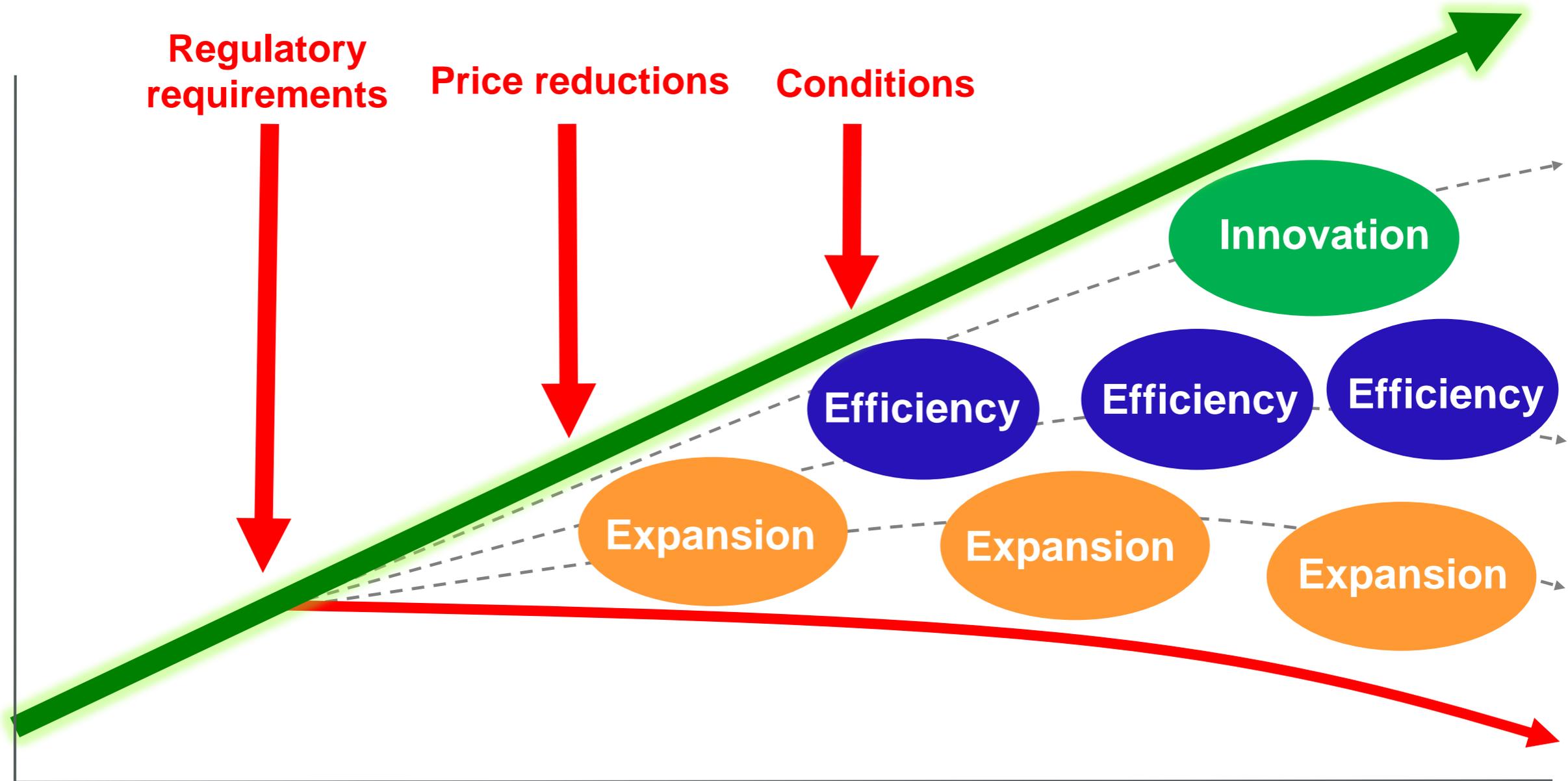
Authorities: measures and projects



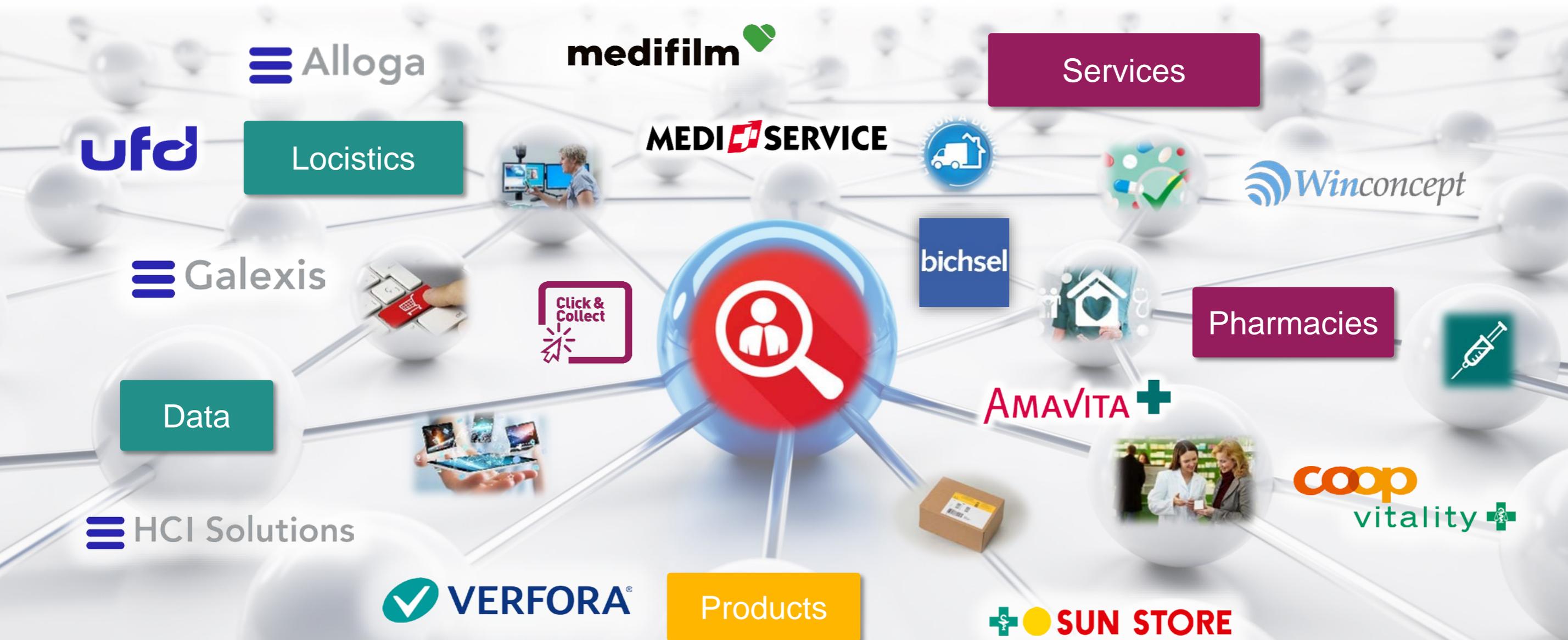
1) Swissmedic categories C, D

Overcoming challenges

thanks to expansion, innovation and efficiency



Galenica vision Omni-Channel



Galenica: Solidly positioned for the future

