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# **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%
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EBIT <sup>1)</sup> :	166.9	+8.3%
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Net profit <sup>2)</sup> :	134.2	+7.7%
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Dividend <sup>3)</sup> :	CHF 1.80 per share (+5.9%)
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<sup>1)</sup> 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)

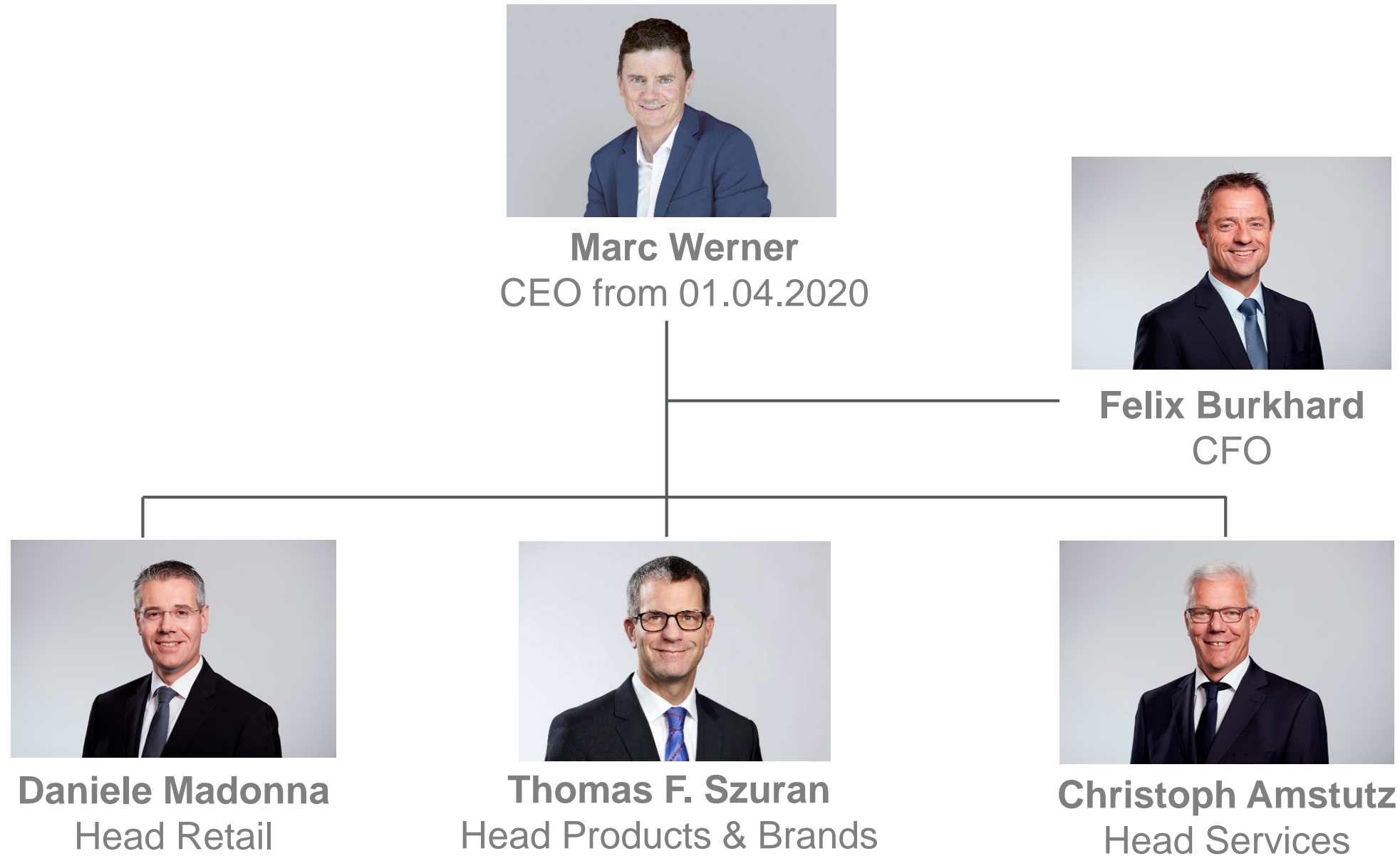
<sup>2)</sup> Adjusted net profit, excluding the effects of IFRS 16 and IAS 19 (details of the adjusted key figures in the full version of the Annual report 2019 from page 92 onwards) and excluding one-off effects from changes in the provisions for deferred taxes of CHF +56.2 million in 2018 and CHF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

<sup>3)</sup> Proposal to the Annual General Meeting on 19 May 2020

# Corporate Executive Committee

## New CEO from 1 April 2020

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## Change to the Board of Directors

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### **Pascale Bruderer**

proposed for election as member of the Board of Directors

We are looking forward to the reinforcement!



### **Fritz Hirsbrunner**

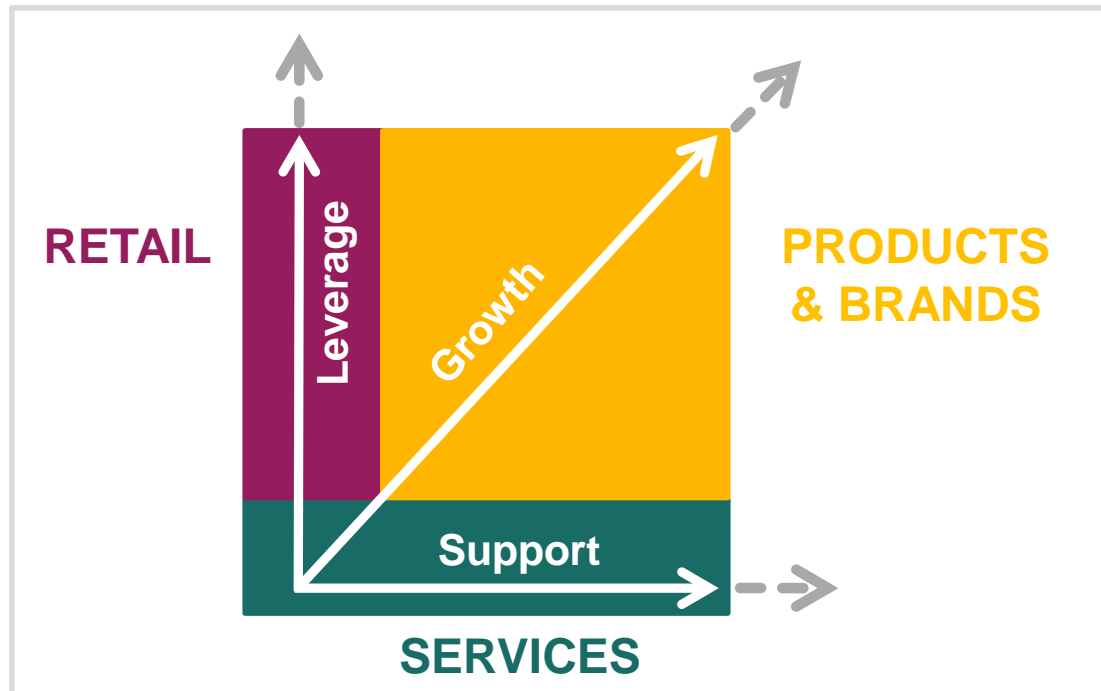
Will not stand for re-election to the Board of Directors

Our sincere thanks for the commitment



# Strategy

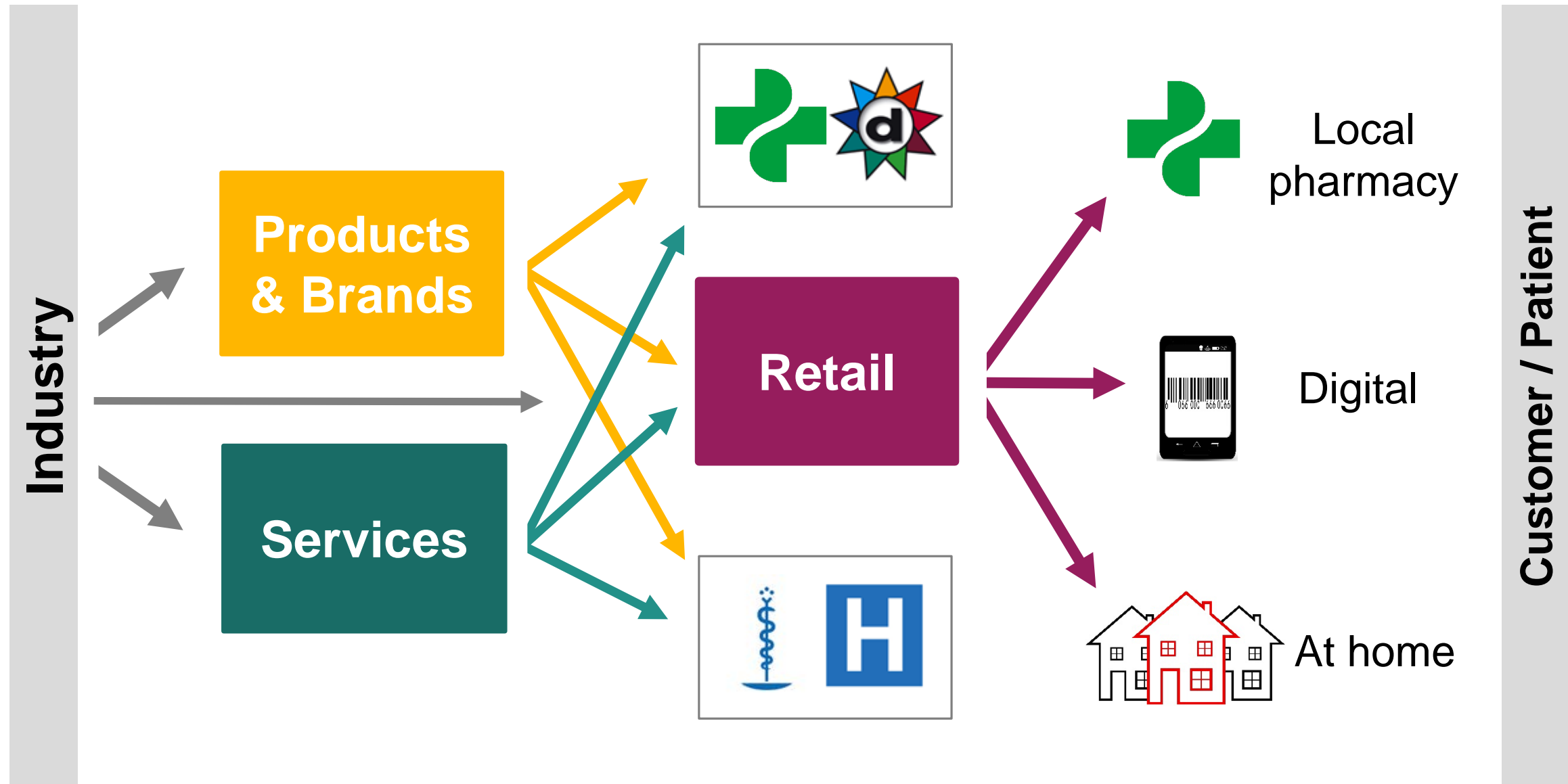
Galenica is well equipped...



- 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

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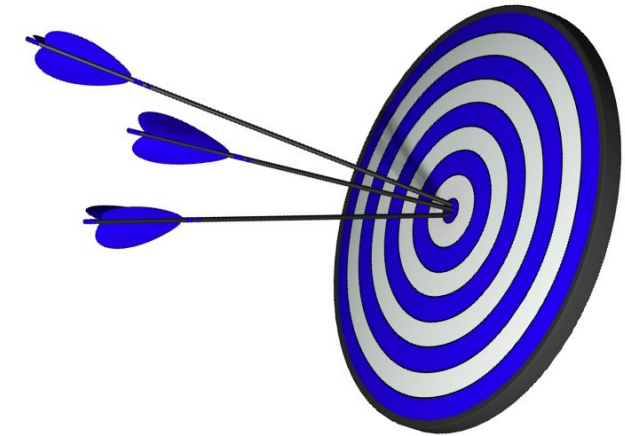
**Expansion**



**Innovation**



**Efficiency**



# Expansion

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## Retail: expansion of all channels

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**+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**

# Expansion 2019

## Products & Brands: Partnerships and portfolio further developed

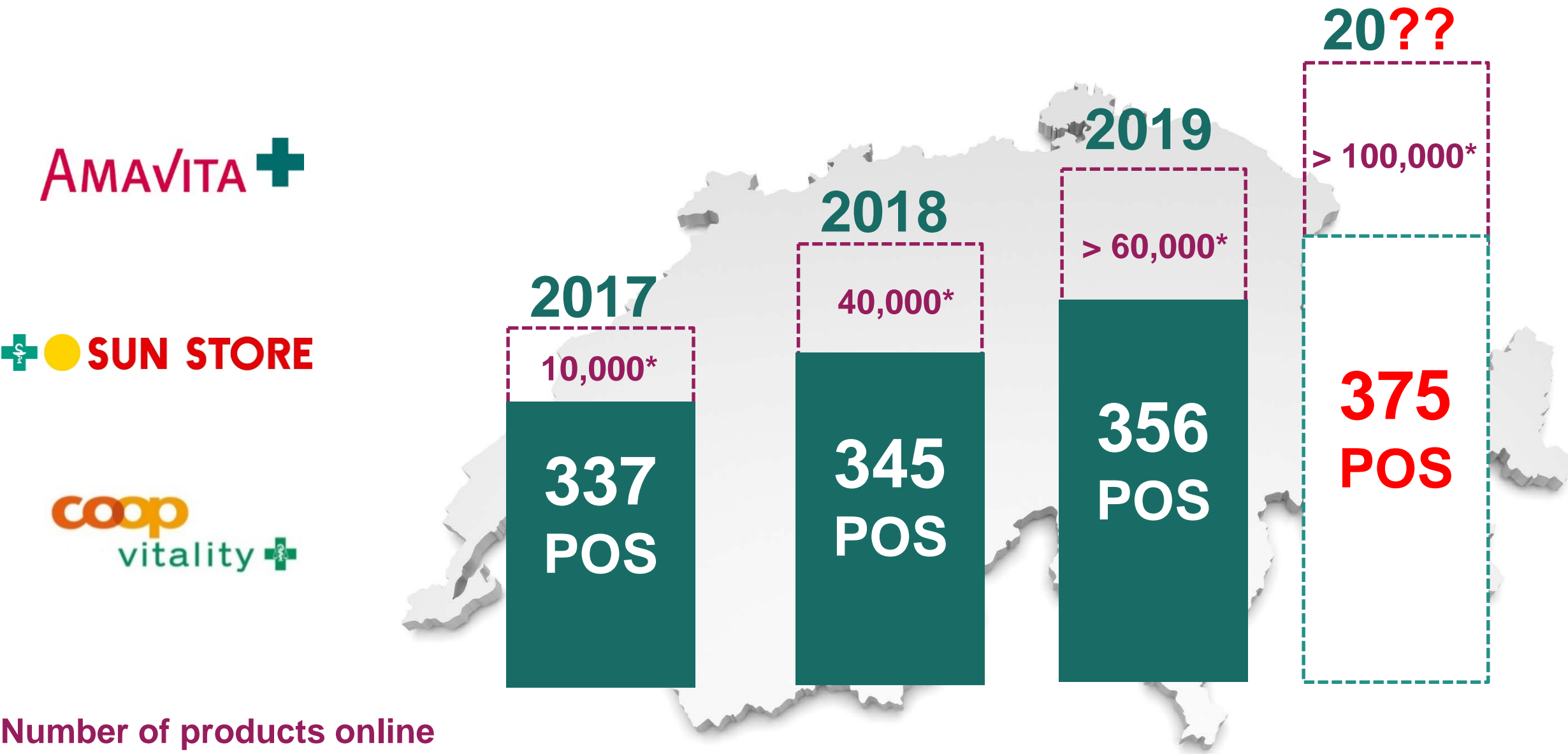


DERMAFORA 



# Outlook expansion 2020

## Retail: further strengthen all channels



# Outlook expansion 2020

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

Institut  
**AllergoSan**



# Innovation

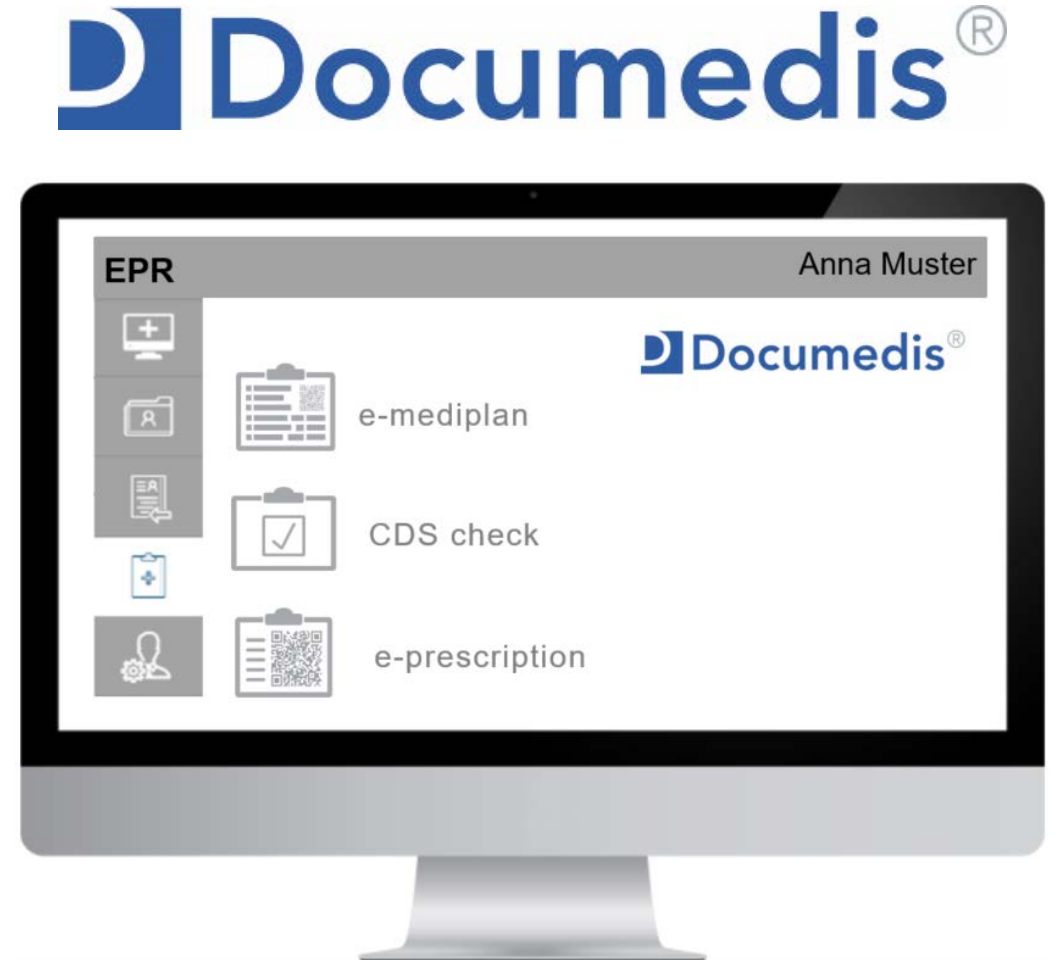
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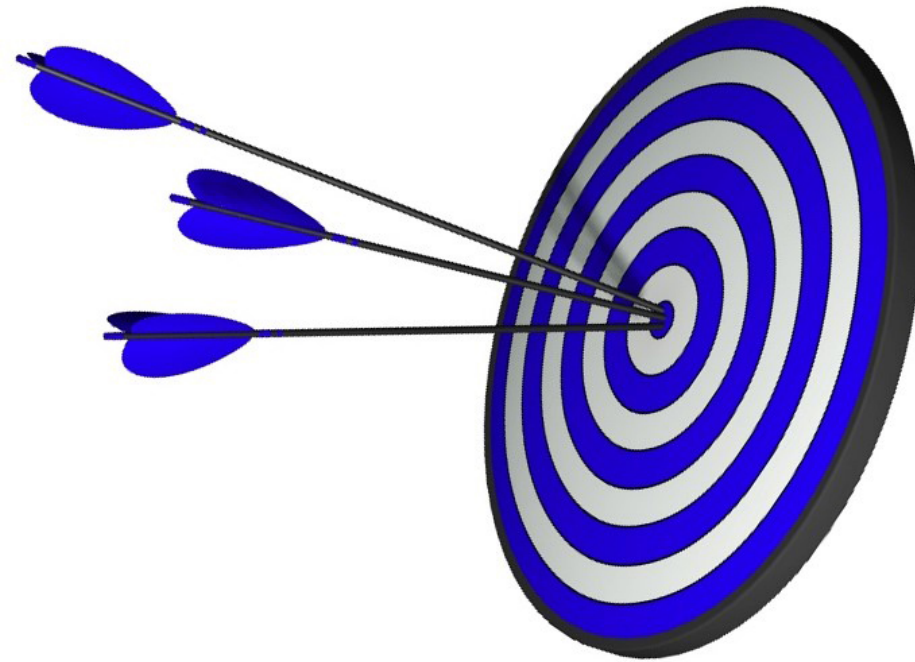
## Documedis®: the bridge to e-health

- 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)



# Efficiency

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## Services: investments for the future

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



Galexis – Lausanne-Ecublens distribution centre

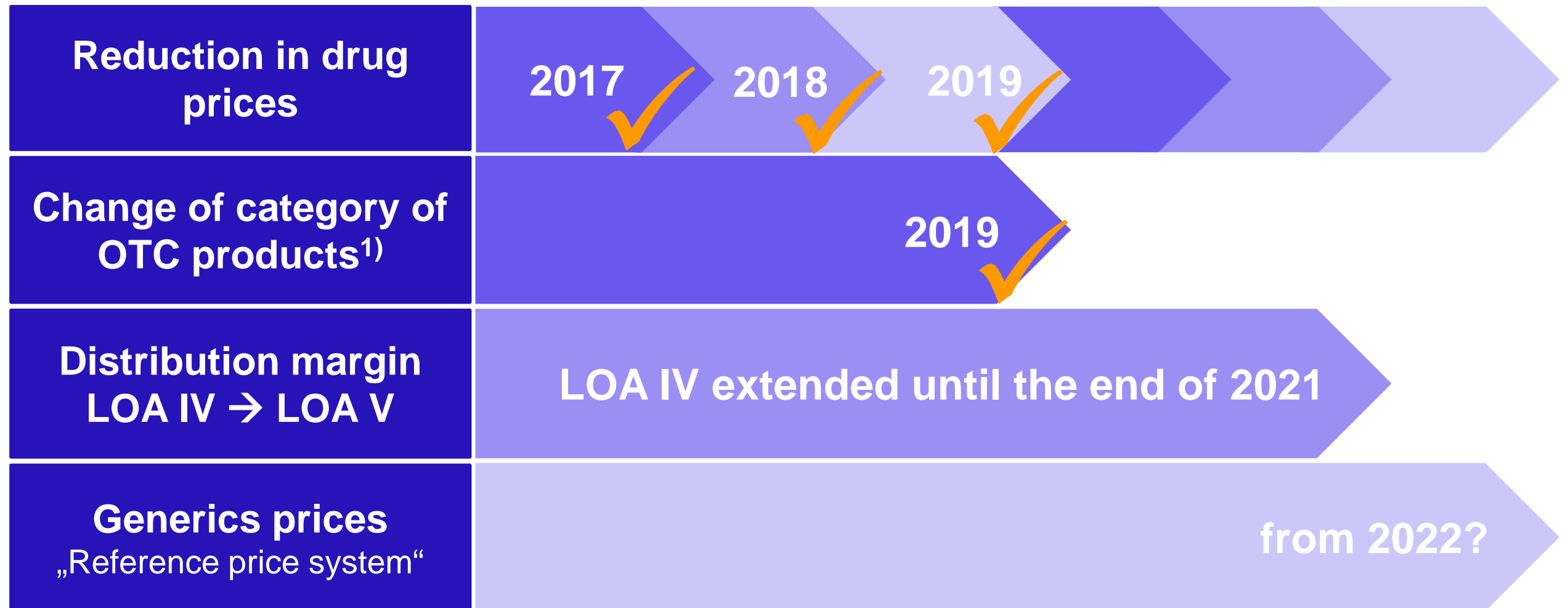


# Regulatory and political environment

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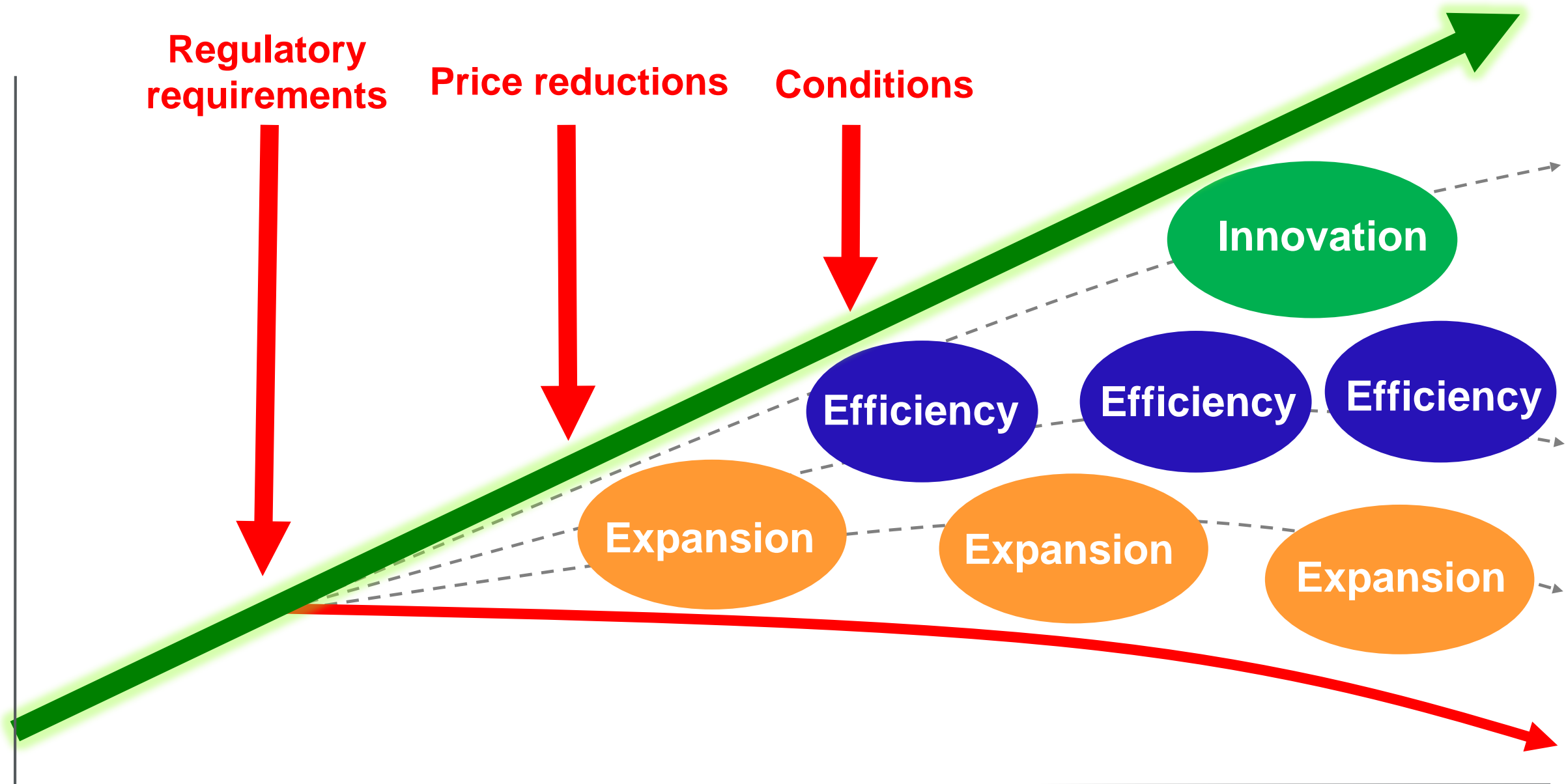
## Authorities: measures and projects



<sup>1)</sup> Swissmedic categories C, D

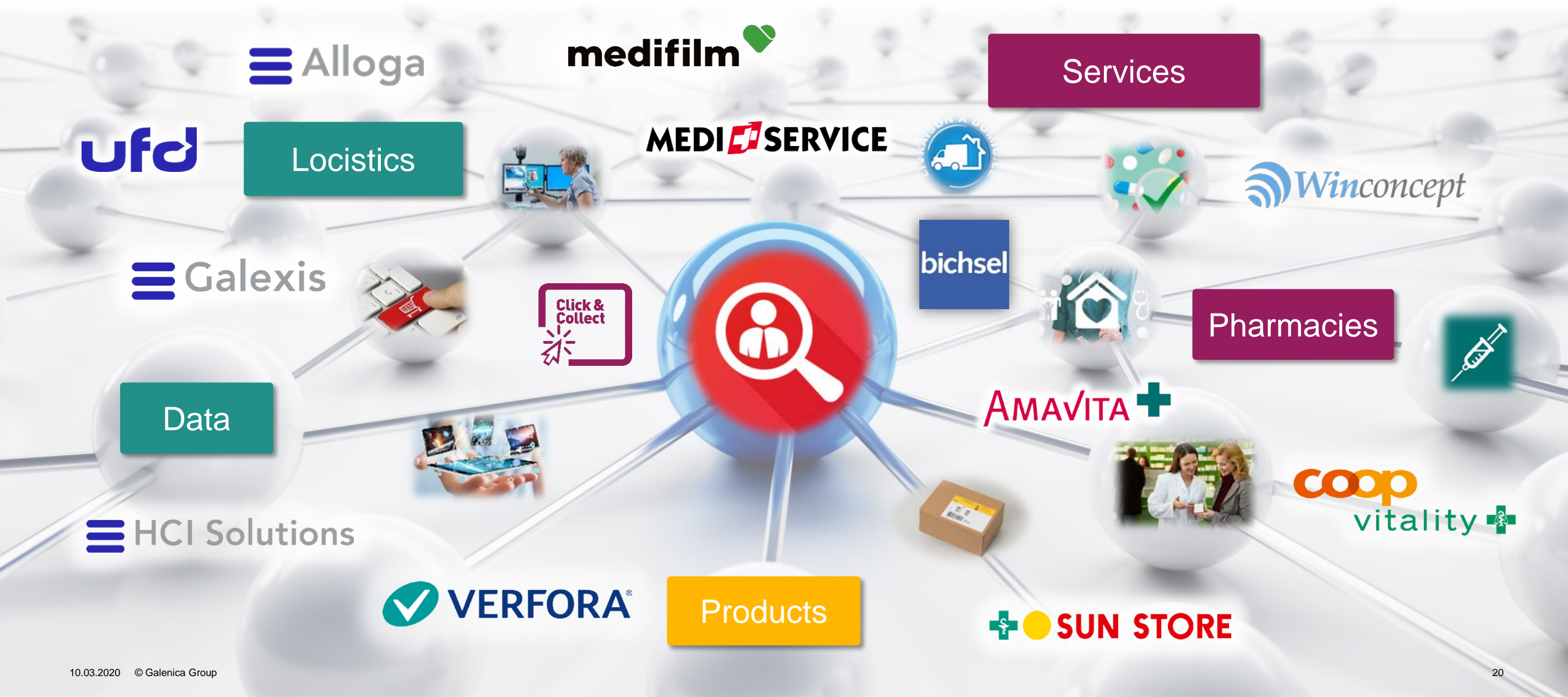
# Overcoming challenges

thanks to expansion, innovation and efficiency





Galenica vision  
Omni-Channel



## Galenica: Solidly positioned for the future

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