

PRESS RELEASE

Date 27 July 2021
Contact Investor Relations: Julian Fiessinger, Head of Investor Relations & Corporate Finance
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Subject Galenica acquires Lifestage Solutions Ltd.

Galenica strengthens its range of services for home care organisations and nursing homes with the acquisition of Lifestage Solutions Ltd.

Galenica acquires 100% of the shares in Lifestage Solutions Ltd.

Lifestage Solutions develops and operates a fully integrated digital trading platform for home care organisations and nursing homes, which simplifies daily workflows for its customers using digitalisation and state-of-the-art technology.

The Lifestage platform is an excellent complement to the Galenica offering. It will be expanded in future to include the Group's existing range of products and services, providing attractive added value to home care organisations and nursing homes in particular.

With the integration of Lifestage Solutions, Galenica uses a further opportunity to position itself even more strongly as a leading integrated healthcare service provider in the growth markets of home care and nursing homes.

Home care and nursing homes are a growth market

There are around 1,100 home care organisations in Switzerland, which provide long-term care to almost 400,000 patients. In addition, there are around 1,600 nursing homes with around 160,000 long-term patients. As a result of demographic change, this market will become more and more important.

The integration of Lifestage Solutions is a specific initiative of Galenica's «Professionals» (B2B) and «Care» (B2C) strategic programmes. It gives Galenica further and swiftly implementable access to the home care and nursing home market that would otherwise only have been possible through strategic partnerships or by developing its own digital trading platform. Furthermore, thanks to synergy opportunities the range of services for home care patients can be expanded.

Digitalisation and state-of-the-art technology allows customers to concentrate on their core tasks

Lifestage Solutions Ltd. was founded in 2014 and currently employs around 40 people. The company develops and operates an innovative digital, offline-capable trading platform for home care organisations and nursing homes. The Lifestage platform enables its customers to order the medical supplies, care products and services required for the daily needs of home care and nursing home patients, such as food deliveries, in a fully automated process. The platform is directly connected to customers' ERP systems, is very user-friendly and allows customers to make significant time savings. Thanks to digitalisation and state-of-the-art technology, Lifestage Solutions simplifies the day-to-day processes of home care organisations and nursing homes. This allows them to concentrate on their core tasks – nursing care – and make significant savings in their cost structures.

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Significant potential for synergies: a promising complement to the range of products and services

The Lifestage platform will be expanded in future to include the Group's existing range of products and services, providing attractive added value to home care organisations and nursing homes in particular. The expansion includes stationary and online distribution of medications, stronger positioning of Medifilm in the nursing home market, the integration of the Careproduct range and expansion of the offerings and services of Bichsel and Mediservice in the home care sector. In addition, Synergies will be generated in purchasing and logistics.

Since its foundation in 2014, Lifestage Solutions has continuously gained home care organisations and nursing homes as new customers and has grown strongly every year. In 2020, the company generated sales of CHF 9.4 million.

Within the Galenica Group, the company will in future be managed as an independent Business Unit within the Service Unit Healthcare, and all employees including the IT development team, the company site in Otelfingen and the warehouse in Eriswil will be taken on.

The parties have agreed not to disclose the purchase price.

Dates for the diary

3 August 2021:	Publication of the half-year report 2021 of the Galenica Group
20 January 2022:	Publication of 2021 sales figures for the Galenica Group
8 March 2022:	Publication of the results of the 2021 financial year of the Galenica Group
11 May 2022:	Annual General Meeting of Galenica Ltd.

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***Galenica** is Switzerland's leading, completely integrated healthcare service provider. With over 500 own, joint venture and independent partner pharmacies, Galenica operates the largest network of pharmacies in Switzerland. In addition, Galenica further develops and offers well-known own brands and products, exclusive brands and products from business partners as well as a variety of on-site health services and tests for customers. Galenica is also the leading provider of pre-wholesale and wholesale distribution services as well as database services in the Swiss healthcare market. Galenica is listed on the Swiss Stock Exchange (SIX Swiss Exchange, GALE, security number 36,067,446).*

Additional information concerning Galenica can be found at www.galenica.com.