

# Key figures 2017

## Net sales<sup>1)</sup>

in million CHF



● Health & Beauty	1,483.5
● Services	2,501.8

## EBIT adjusted<sup>1)2)</sup>

in million CHF



● Health & Beauty	99.7
● Services	50.6

## Number of employees

as at 31 December 2017



● Galenica Ltd.	38
● Health & Beauty	4,741
● Services	1,619

in million CHF	2017	2016	Change
<b>Net sales<sup>1)</sup></b>	<b>3,214.2</b>	<b>3,008.9</b>	<b>+6.8%</b>
Health & Beauty	1,483.5	1,437.0	+3.2%
Services	2,501.8	2,328.9	+7.4%
<b>EBITDA adjusted<sup>1)2)</sup></b>	<b>188.4</b>	<b>176.0</b>	<b>+7.1%</b>
in % of net sales	5.9%	5.8%	
<b>EBITDA<sup>1)</sup></b>	<b>182.0</b>	<b>165.6</b>	<b>+9.9%</b>
Health & Beauty	120.2	116.0	+3.7%
Services	70.7	60.1	+17.6%
<b>EBIT adjusted<sup>1)2)</sup></b>	<b>148.2</b>	<b>134.2</b>	<b>+10.5%</b>
in % of net sales	4.6%	4.5%	
<b>EBIT<sup>1)</sup></b>	<b>141.8</b>	<b>123.8</b>	<b>+14.5%</b>
Health & Beauty	99.7	93.5	+6.7%
Services	50.6	39.9	+26.7%
<b>Net profit adjusted<sup>2)</sup></b>	<b>124.4</b>	<b>92.1</b>	<b>+35.0%</b>
<b>Net profit</b>	<b>118.9</b>	<b>83.4</b>	<b>+42.6%</b>
<b>Investment in property, plant and equipment and intangible assets</b>	<b>55.8</b>	<b>35.0</b>	<b>+59.4%</b>
<b>Cash flow from operating activities</b>	<b>144.4</b>	<b>156.8</b>	<b>-7.9%</b>
<b>Free cash flow<sup>3)</sup></b>	<b>98.9</b>	<b>92.5</b>	<b>+6.9%</b>
<b>Employees at reporting date (FTE)</b>	<b>4,944</b>	<b>4,657</b>	<b>+6.2%</b>
in million CHF	31.12.2017	1.1.2017 <sup>4)</sup>	Change
Total assets	1,798.2	1,658.6	+8.4%
<b>Shareholders' equity</b>	<b>861.5</b>	<b>745.3</b>	<b>+15.6%</b>
Equity ratio	47.9%	44.9%	
<b>Net debt</b>	<b>301.3</b>	<b>350.3</b>	<b>-14.0%</b>
Debt coverage <sup>2)5)</sup>	1.6	2.0	
Gearing	35.0%	47.0%	

<sup>1)</sup> Reported for each Segment not taking into account Corporate and eliminations

<sup>2)</sup> Excluding the effects of IAS 19

<sup>3)</sup> Cash flow from operating activities – Cash flow from investing activities

<sup>4)</sup> Pro-forma balance sheet as at 1 January 2017 Galenica Ltd.

<sup>5)</sup> Net debt / EBITDA adjusted

	2017	2016	Change
<b>Own pharmacies and shareholdings</b>	<b>337</b>	<b>329</b>	<b>8</b>
of which fully consolidated	260	258	2
of which consolidated at equity (joint venture and minority holdings)	77	71	6
<b>Independent partners</b>	<b>160</b>	<b>167</b>	<b>-7</b>
<b>Total pharmacy network</b>	<b>497</b>	<b>496</b>	<b>1</b>

Further information on the financial track-record of Galenica can be found in the annual report 2017 of the Galenica Group at [www.galenica.com](http://www.galenica.com), under the heading “Publications”, and in the investor presentation under the heading “Investors”.

## Share information

Since 7 April 2017, Galenica shares have been listed on the SIX Swiss Exchange under the ticker symbol GALE.

Listing	SIX Swiss Exchange (International Reporting Standard)
Ticker symbol	GALE
Swiss security number	36 067 446
ISIN	CH036 067 446 6
Total number of ordinary registered shares	50,000,000
Nominal value	CHF 0.10 per registered share

in CHF	2017
Share price at reporting date	50.05
Highest share price for the year	50.05
Lowest share price for the year	41.80
Stock exchange capitalisation at reporting date in million CHF	2,452.8
Earnings per share <sup>1)</sup>	2.43
Earnings per share (excluding effects due to IAS 19) <sup>1)</sup>	2.54
Shareholders' equity per share <sup>1)</sup>	17.50
Gross dividend per share <sup>2)</sup>	1.65
Pay-out ratio <sup>3)</sup>	67.9%
Price-earnings ratio <sup>4)</sup>	20.60

<sup>1)</sup> Attributable to shareholders of Galenica Ltd.

<sup>2)</sup> According to Board of Directors' proposal to Annual General Meeting of 9 May 2018

<sup>3)</sup> Gross dividend in % of earnings per share

<sup>4)</sup> Share price at reporting date in relation to earnings per share