

# Galenica Group

## Sales and Guidance Update

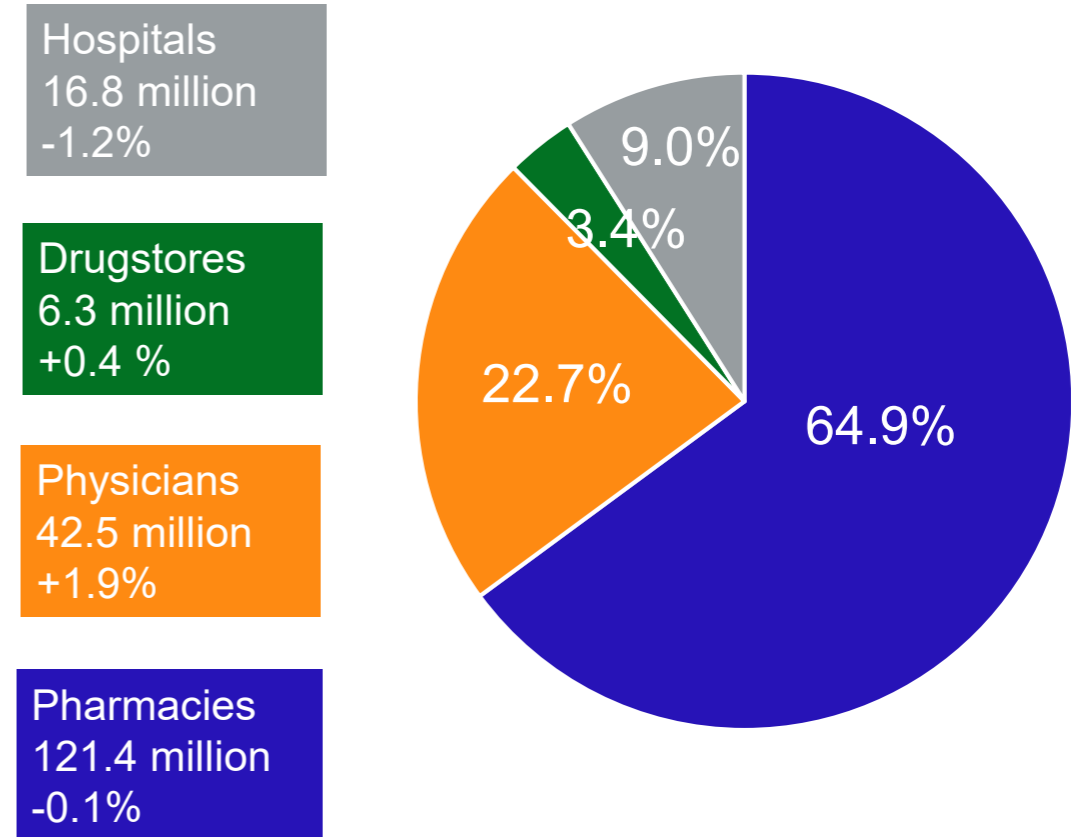
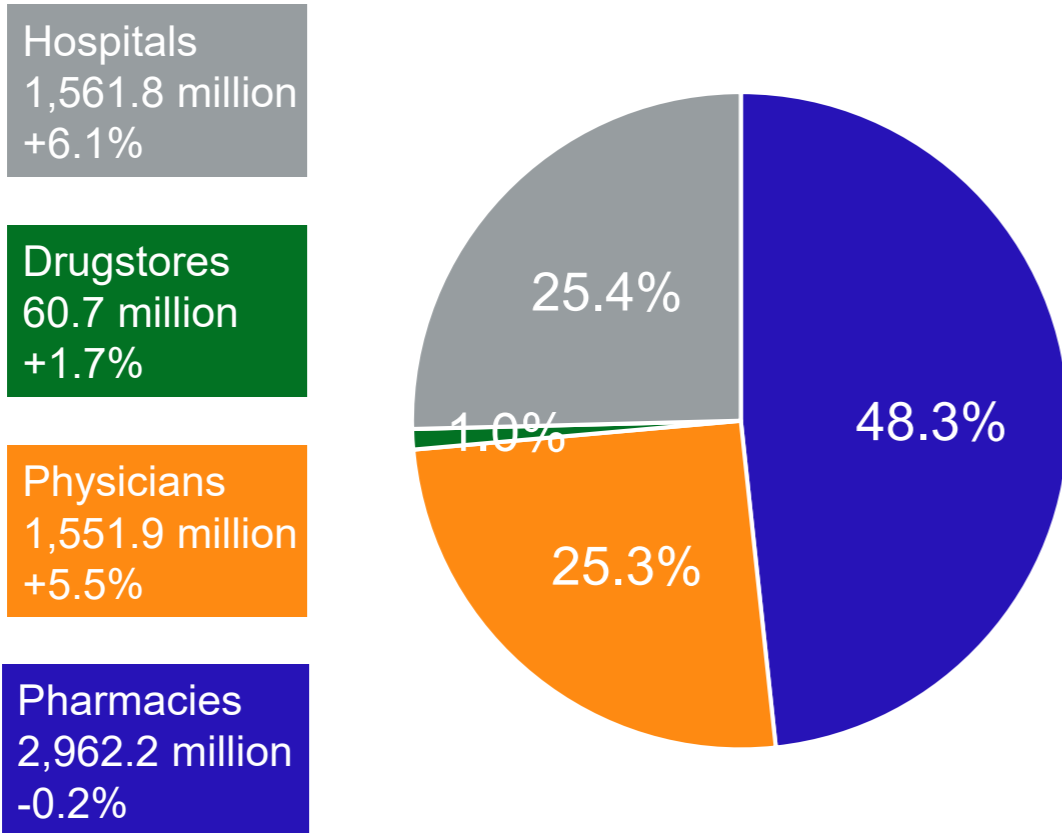
January 2020



# Swiss pharmaceutical market by channel YTD December 2019

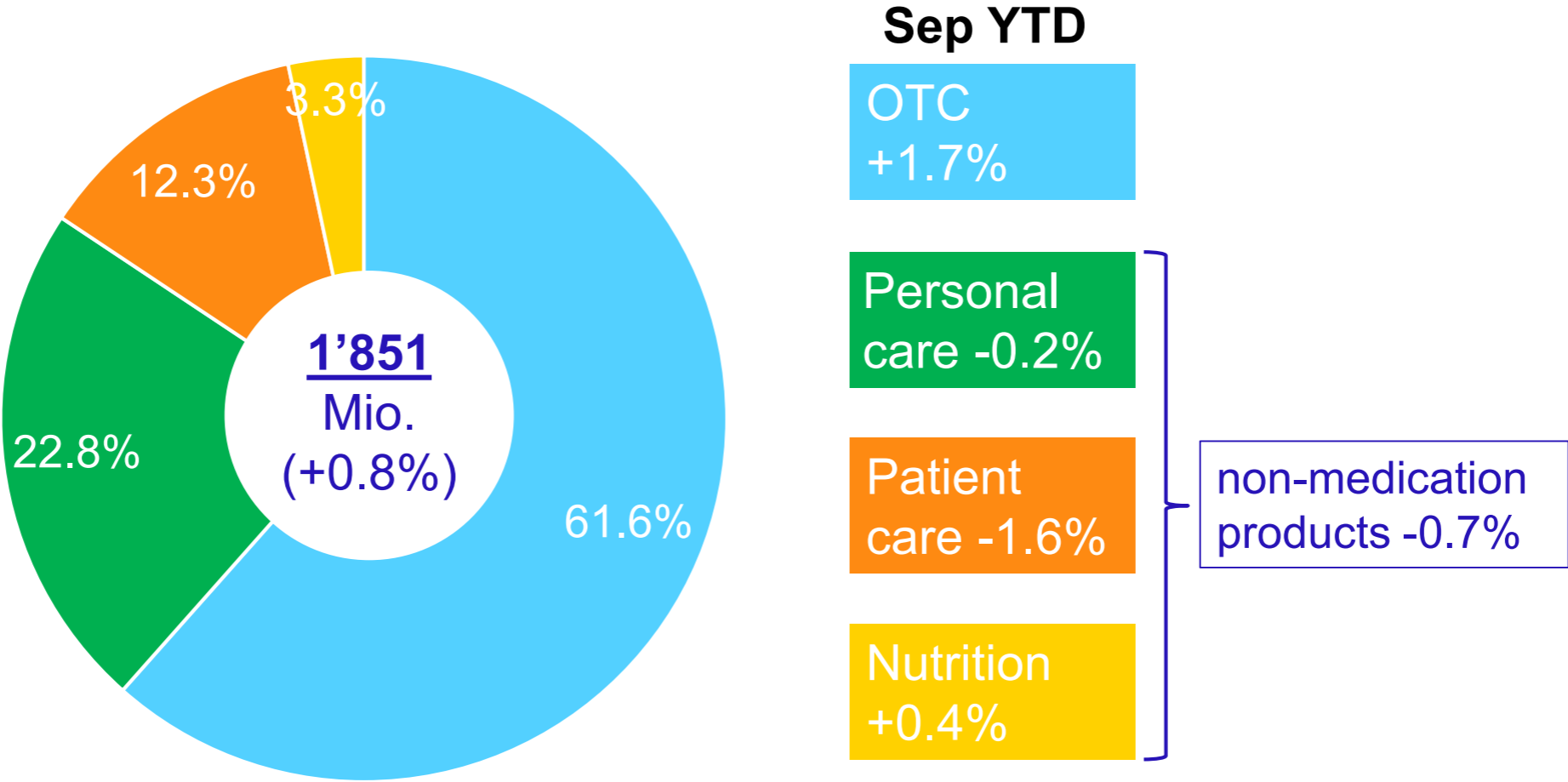
Value (ex-factory): CHF 6,136.5 million  
(CHF +165.2 million / **+2.8%**)

Volume (packs): CHF 187.1 million  
(+0.5 million packs / **+0.3%**)



Source: APO/SD/DRO/SPI Index  
Medicines Swissmedic A, B, C, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores

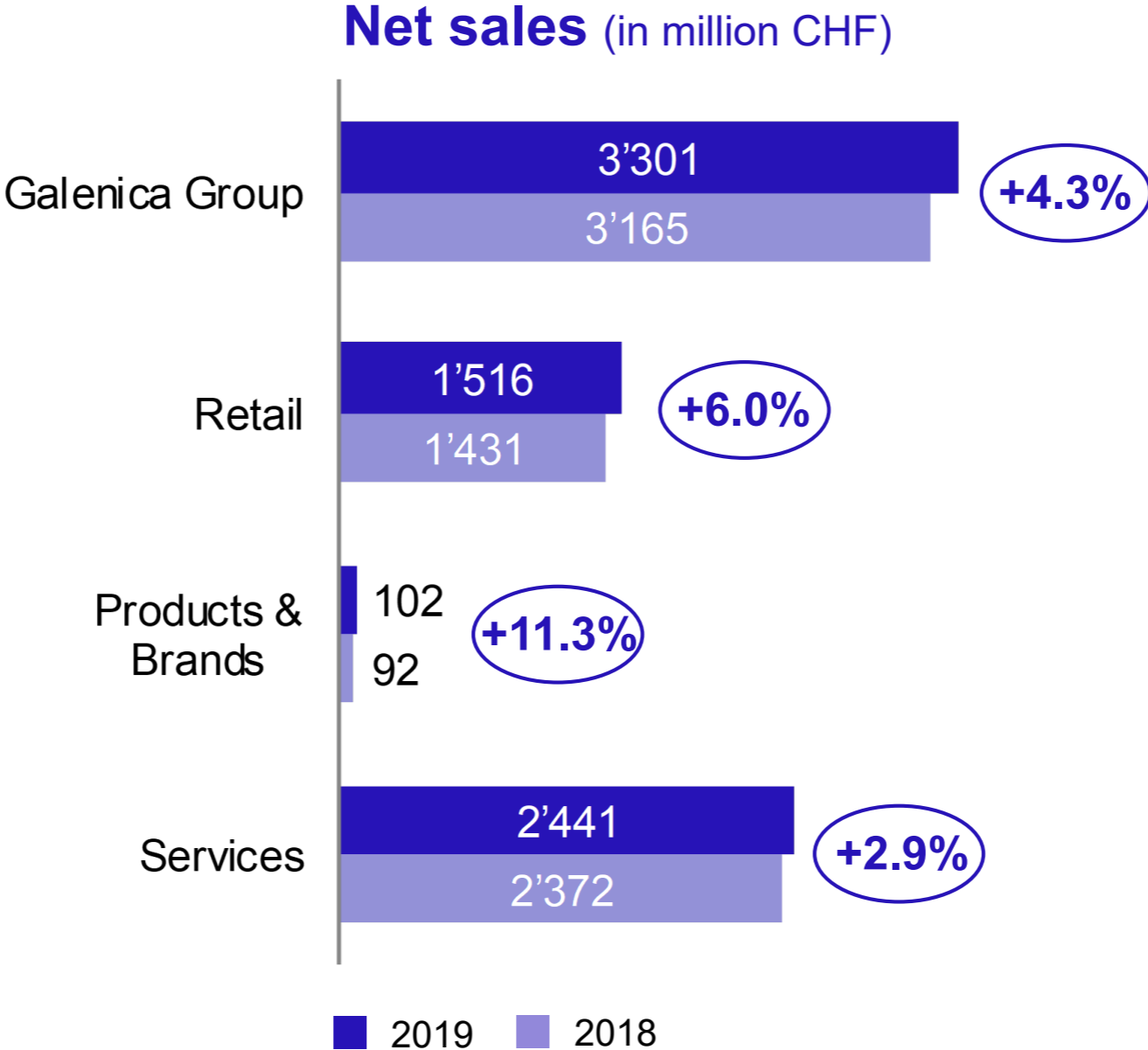
# Consumer healthcare market in the specialist trade YTD Sep 2019



Source: PharmaTrend for pharmacies and drugstores in Switzerland, sales to streetprices

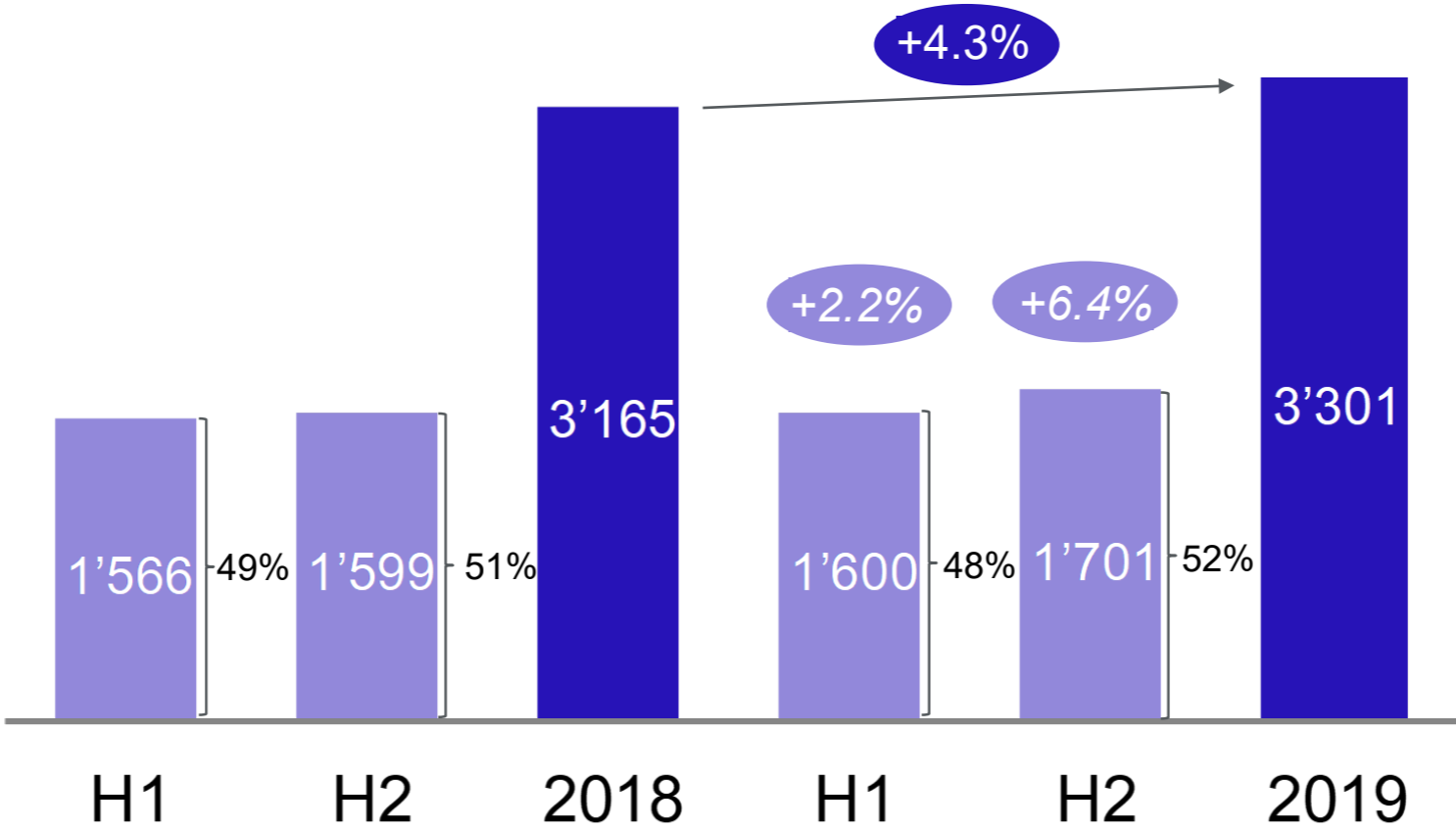
# Galenica Group

## Sales growth above market



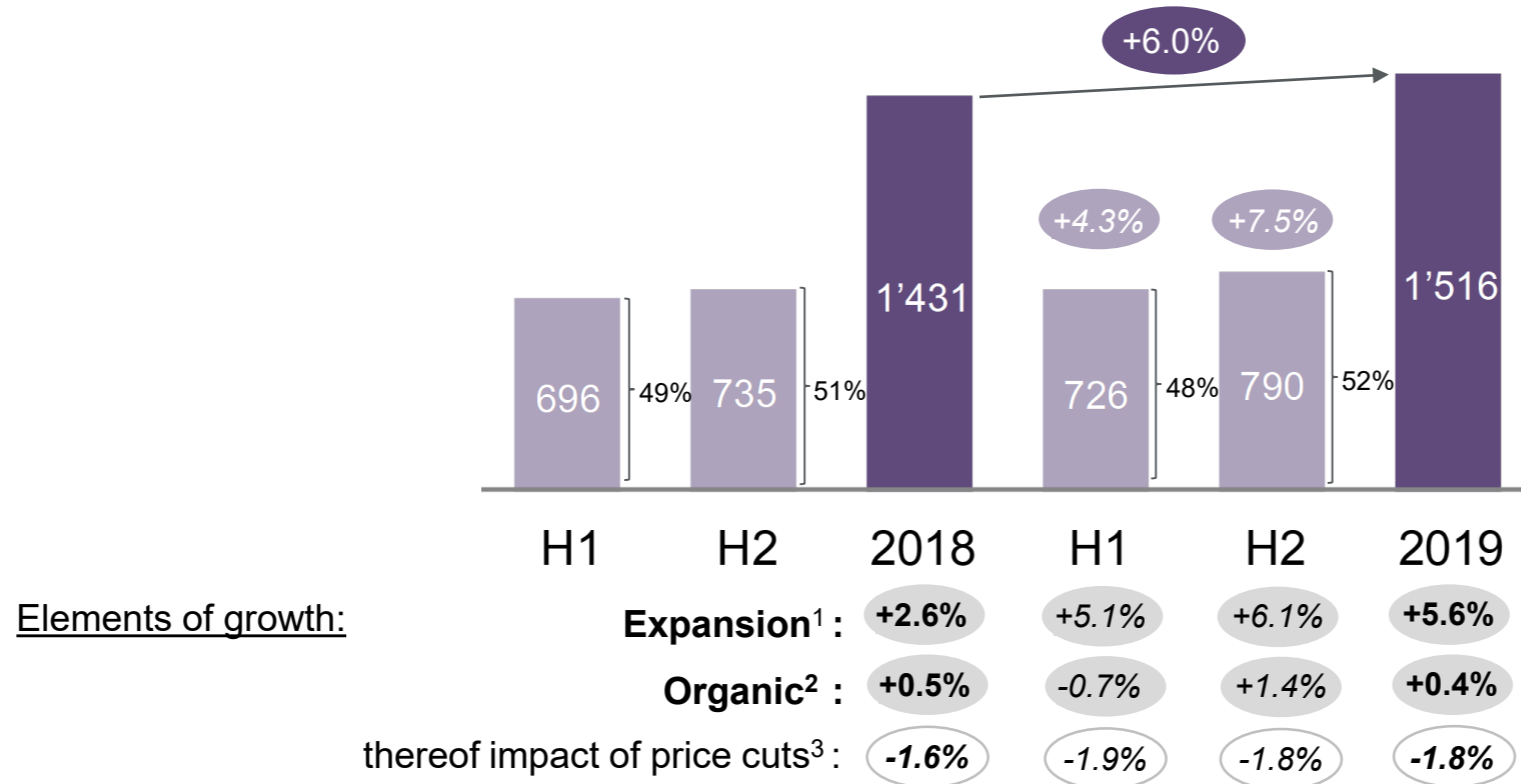
# Pleasing sales growth despite price cuts

Net sales (in million CHF)



## Strong impact of expansion on sales growth

**Net sales** (in million CHF)



- Strong expansion of pharmacy network: 19 added, 8 restructured, net +11
  - thereof +5 Amavita/Sun Store and +6 Coop Vitality
- Continuous growth of generics (+5.5% like-for-like)

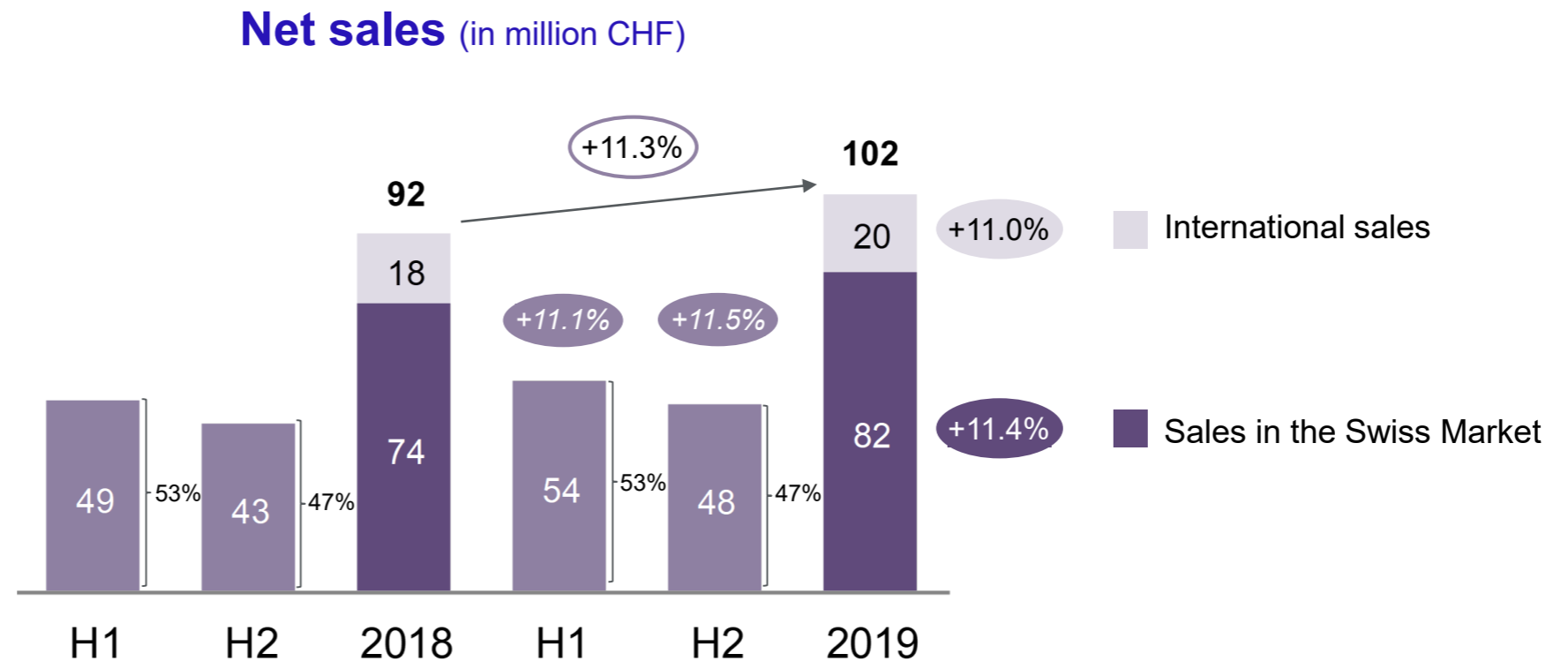
1 Calculated for points of sale without a full year period comparison for 2018 and 2019

2 Consolidated net sales minus expansion effect

3 Mandatory price reductions of reimbursed medications of the specialities list (SL), calculated based on volumes 2018

# Products & Brand

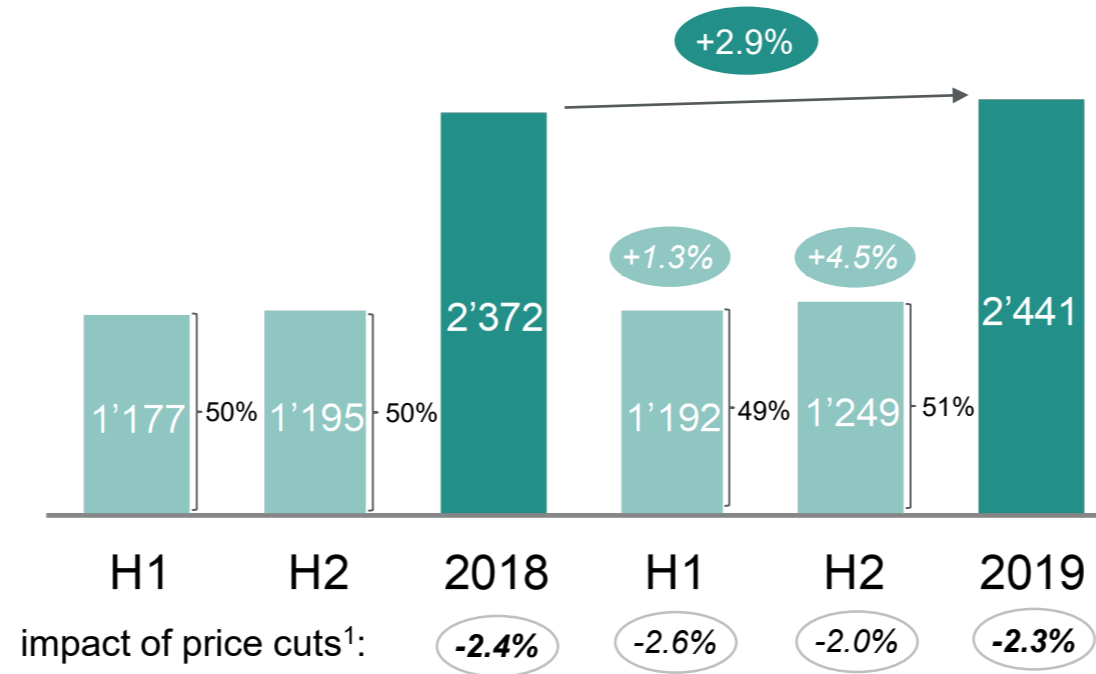
## Pleasing sales growth above market



→ Sales growth of 11.4% in the Swiss Market thanks to the new distribution of P&G brands Vicks® and Metamucil® and the launch of Dermafora®, other sales stable

## Strong sales growth in H2 2019

**Net sales** (in million CHF)



- Growth of 3.4% in the pharmacy wholesale market (portion 64%)
- Growth of 2.2% in the physician wholesale market (portion 25%)

<sup>1</sup> Mandatory price reductions of reimbursed medications of the specialities list (SL), calculated based on volumes 2018



## Outlook for 2019

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- **EBIT adjusted (excluding the effects of IAS 19 and IFRS 16)  
+7% to +9%, plus 2 to 3 million CHF due to IFRS 16**
- **2019 dividend at least at prior-year level,  
50% out of the capital contribution reserve**

# Disclaimer

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