

Media and Analyst conference

Zurich, 12 March 2024

Your speakers

2023: Further milestones achieved - and the journey continues!

Marc Werner, CEO

Annual financial statements 2023

Felix Burkhard, CFO

Q & A



2023

**Further milestones achieved –
and the journey continues!**

Marc Werner, CEO
Galenica Group

The Galenica Story



Vision

Health and wellbeing are at the heart of what we do. They are the reason we give our best every day.



Values

We build trust
We show respect
Together, we are stronger
We act as entrepreneurs
We participate with passion



Customer Promise

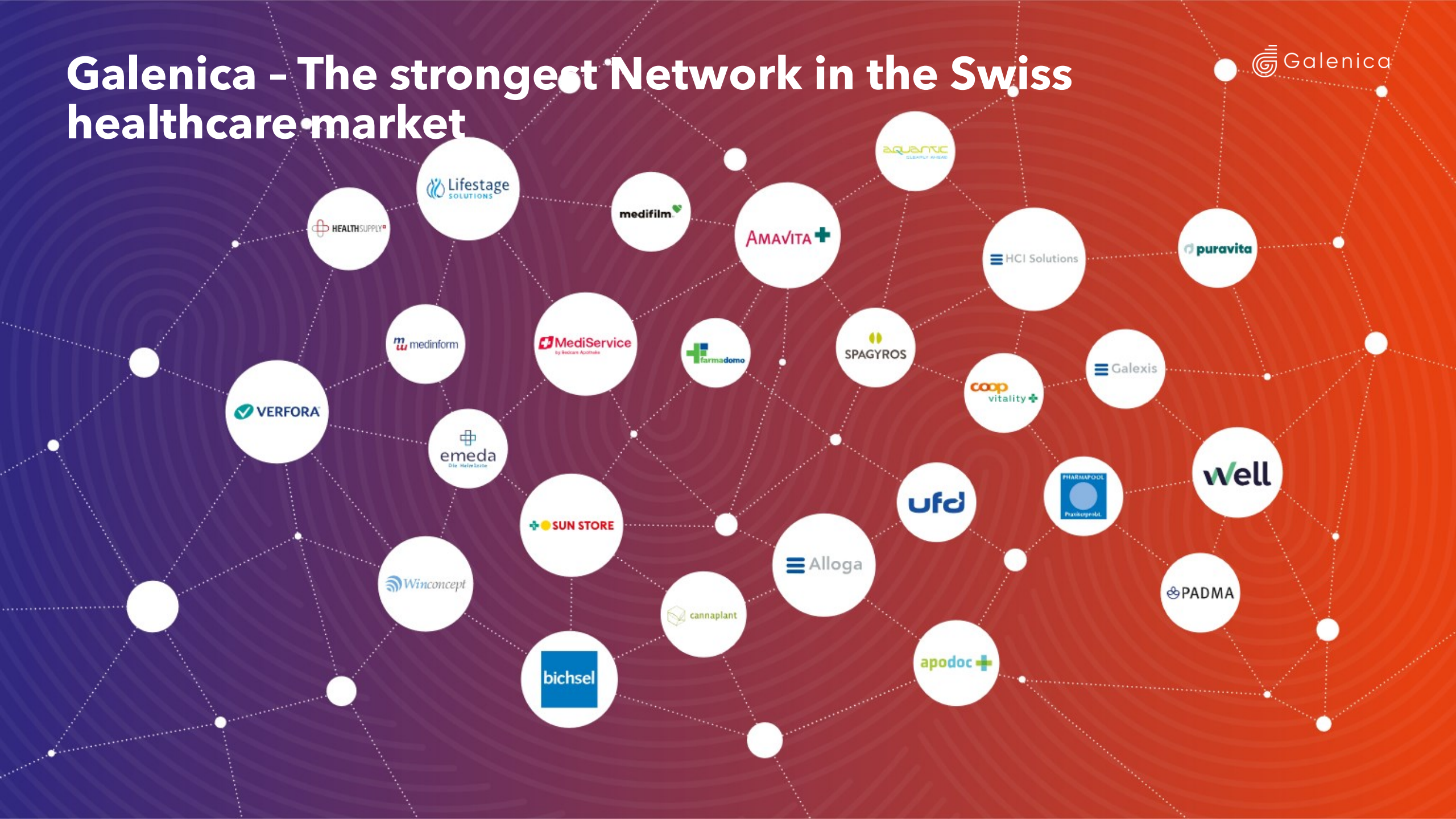
We support people at every stage of life on their journey towards health and wellbeing. With personal and expert advice and a unique range of products and services. Anytime and anywhere in Switzerland.



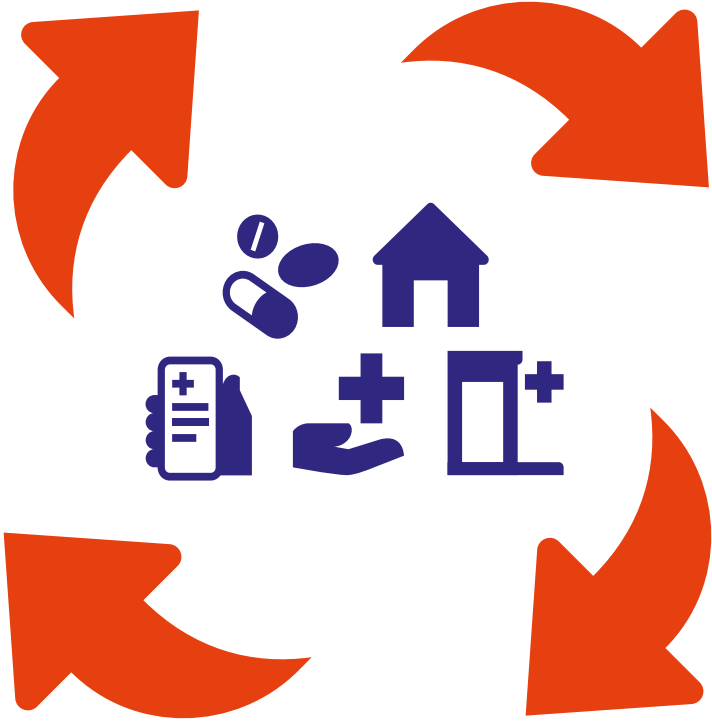
Strategic programmes



Galenica - The strongest Network in the Swiss healthcare market



Omni-Channel - for the best customer experience





SUN STORE

LE NOUVEAU CABINET DANS VOTRE PHARMACIE

Pour des douleurs aiguës, des tests et des médicaments sur ordonnance, sans ordonnance médicale.



Discret et sans rendez-vous.



The first pilot: simple, agile, pragmatic.



AMAVITA+
BERATUNG PLUS



**And today:
«Consultation Plus»
in a professional
setting.**



Beratungsraum



The offer is just as important
as the sales channel.



A young boy with dark hair, wearing a red long-sleeved shirt and a white nasal cannula, is sitting at a wooden table. He is looking down at an open book. A woman with dark hair, wearing a light-colored polo shirt, is sitting next to him, resting her chin on her hand and looking at the book. The scene is lit with warm, natural light, suggesting an indoor setting like a home. A Rubik's cube is visible on the table in the bottom right corner.

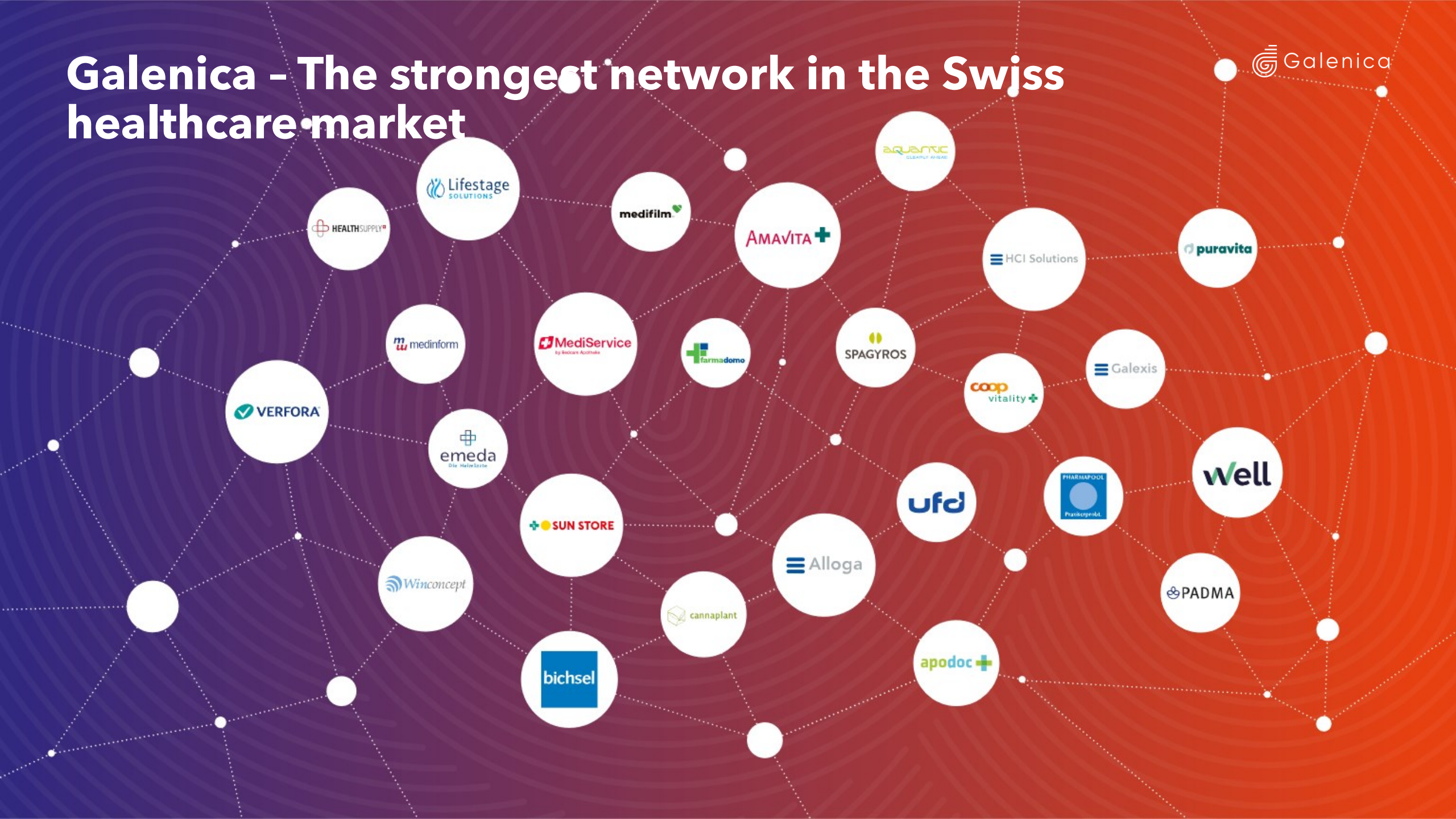
Not only in the pharmacy - also at home!

Thanks to our solutions, professionals have more time for patients.

Health Supply: **More efficiency and sustainability in logistics.**



Galenica - The strongest network in the Swiss healthcare market



We have to be present where our customers are



Customer focus...

...and of course, always looking to future trends, innovations and opportunities to further strengthen and develop our network.

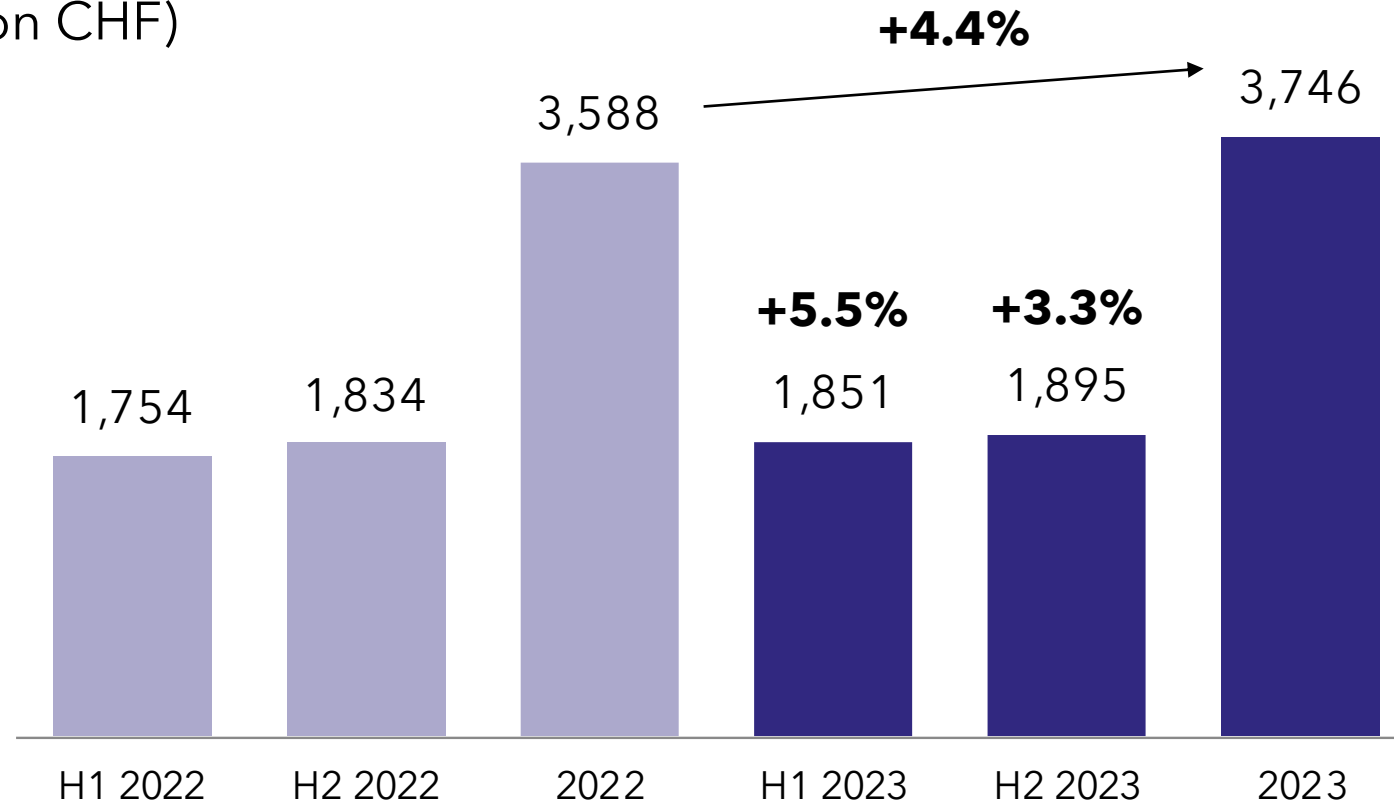
Annual financial statements 2023

Felix Burkhard, CFO
Galenica Group

Galenica Group

Pleasing sales growth

Net sales (in million CHF)



**Growth without
COVID-19 initiatives¹**

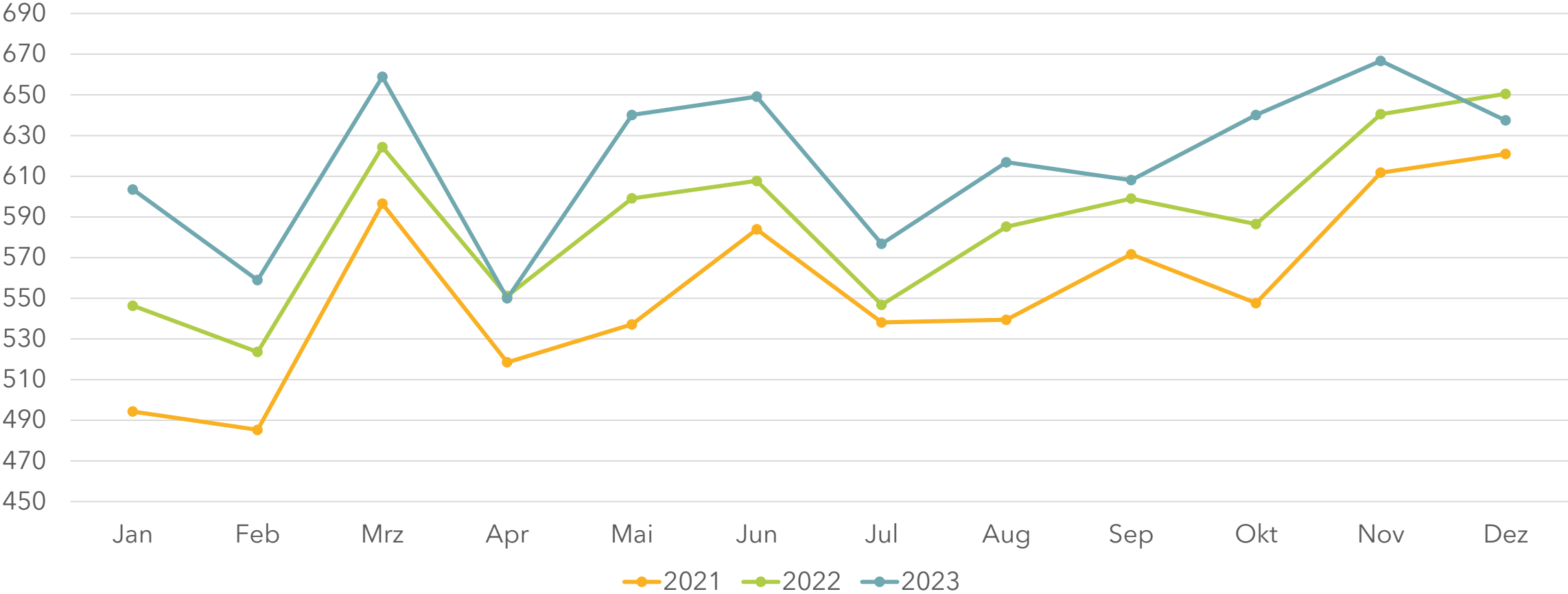
+6.5% **+3.6%** **+5.0%**

¹ Impact of COVID-19 initiatives includes net sales of PCR tests, Rapid Antigen tests, self-tests as well as vaccinations

Swiss pharmaceutical market

Reduced growth in H2 2023

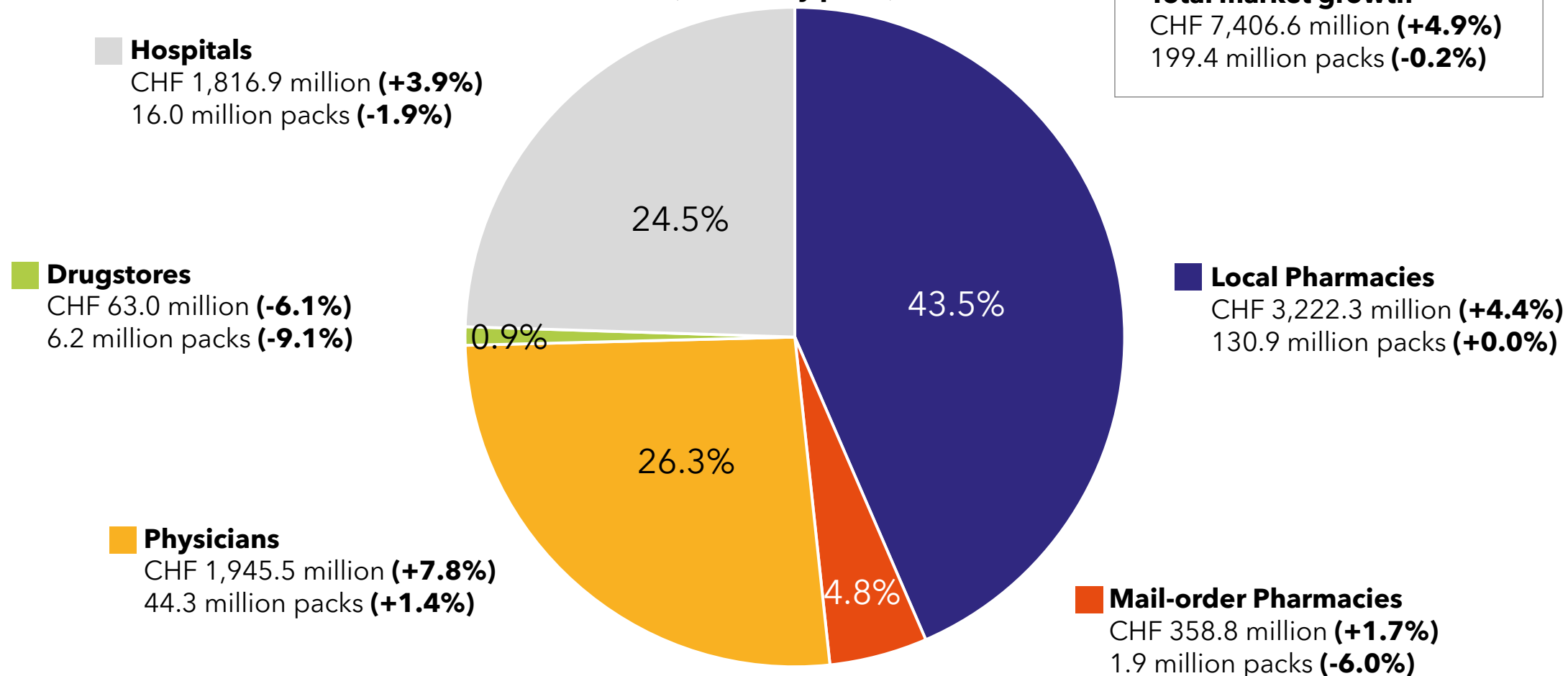
in million CHF



Source: APO/SD/DRO/SPI Index, Swissmedic A, B, C, D
Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians and drugstores
© IQVIA Switzerland - Swiss pharmaceutical market December 2023

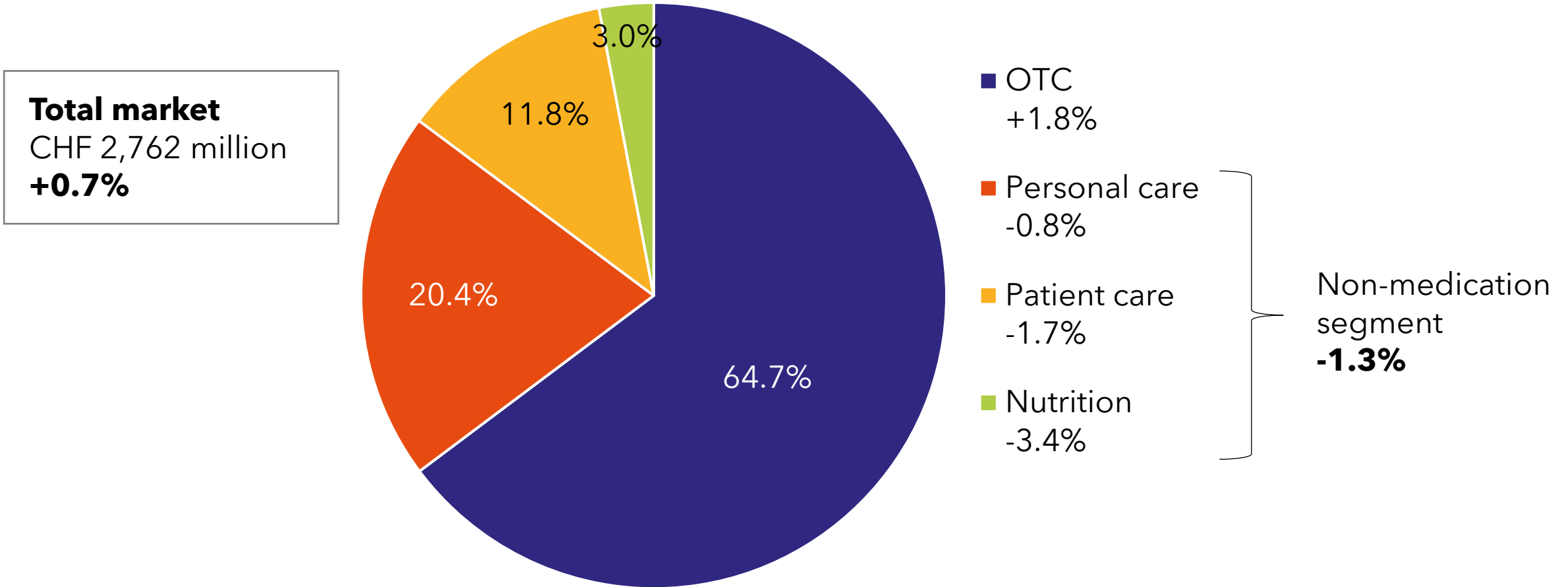
Swiss pharmaceutical market 2023

Allocation by value
(ex-factory price)



Source: IQVIA APO/SD/DRO/SPI Index, Swissmedic A, B, C, D
 Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 © IQVIA Switzerland - Swiss pharmaceutical market December 2023

Swiss consumer healthcare market 2023

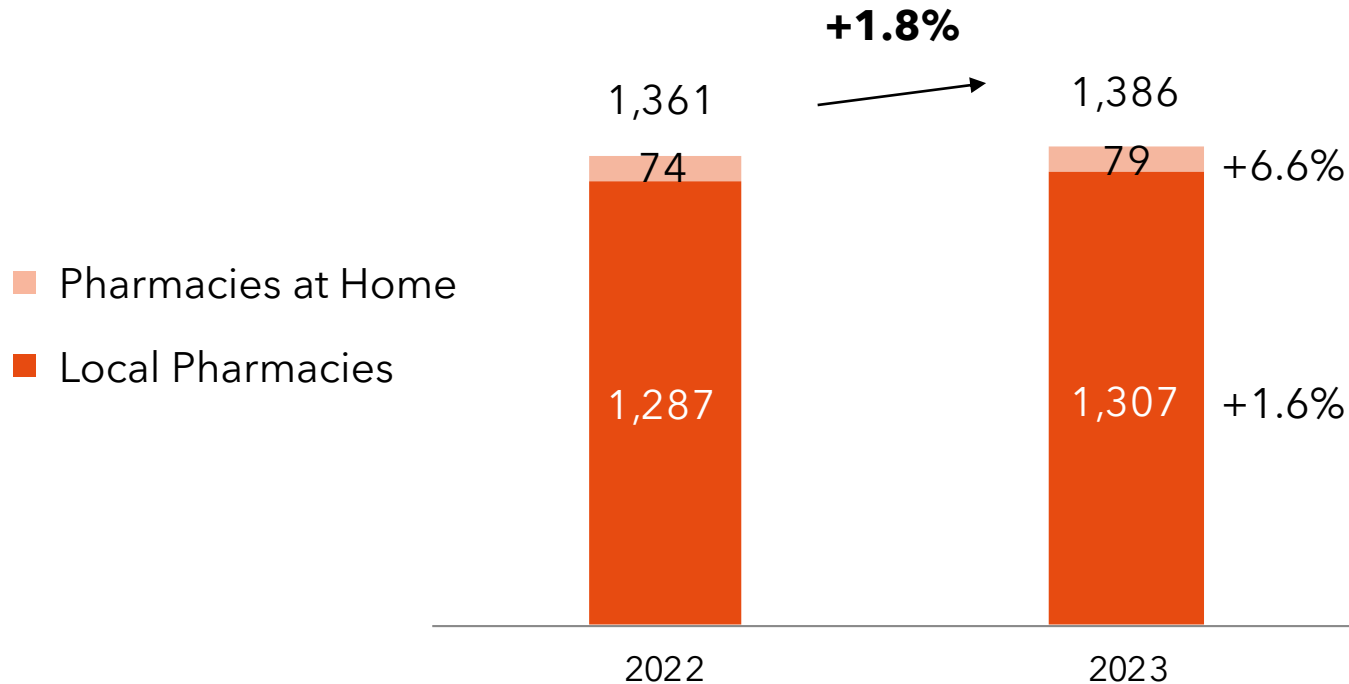


Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices
© IQVIA Switzerland - Consumer Health market December 2023 (without Covid-19 self-tests)

Retail B2C

Solid sales growth

Net sales (in million CHF)



Portfolio of local pharmacies optimised in 2023:
expansion impact of +0.2%

AMAVITA+

+ SUN STORE

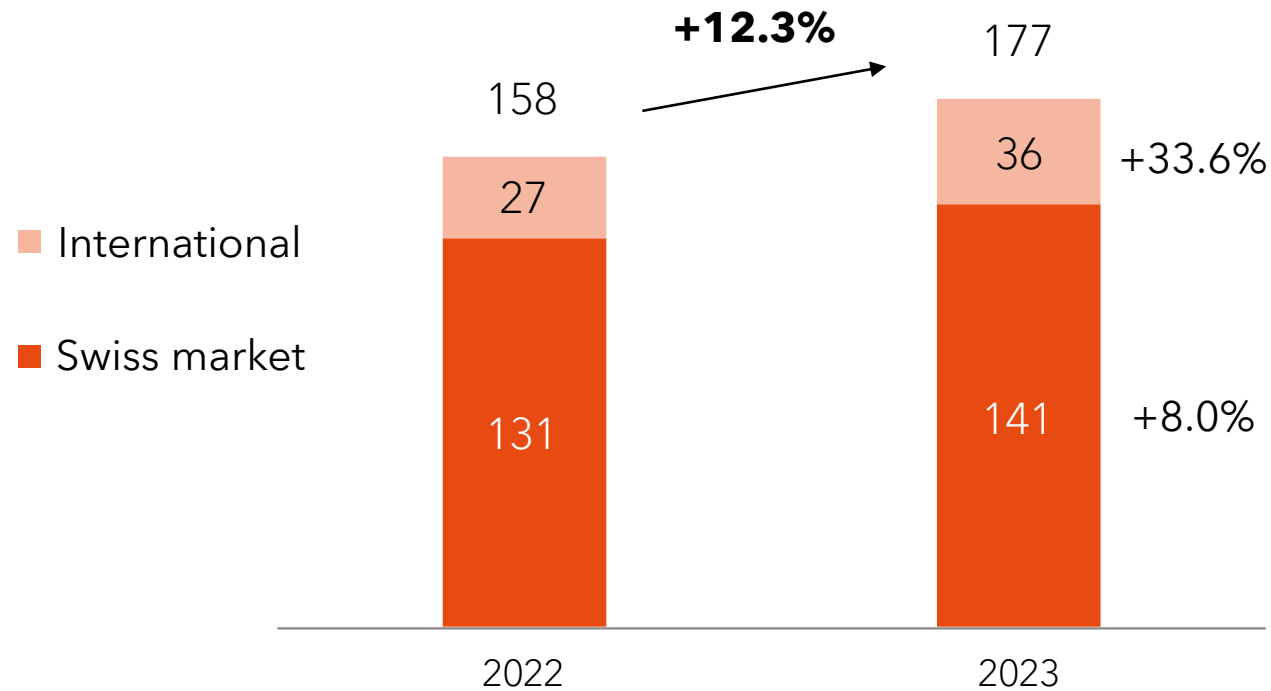
Growth without COVID-19 initiatives¹ in local pharmacies:
+ 2.7%

¹ Impact of COVID-19 initiatives includes net sales of PCR tests, Rapid Antigen tests, self-tests as well as vaccinations

Products & Brands

Strong growth and expansion of product portfolio

Net sales (in million CHF)



International:

- Organic growth **+24.5%**

Swiss market:

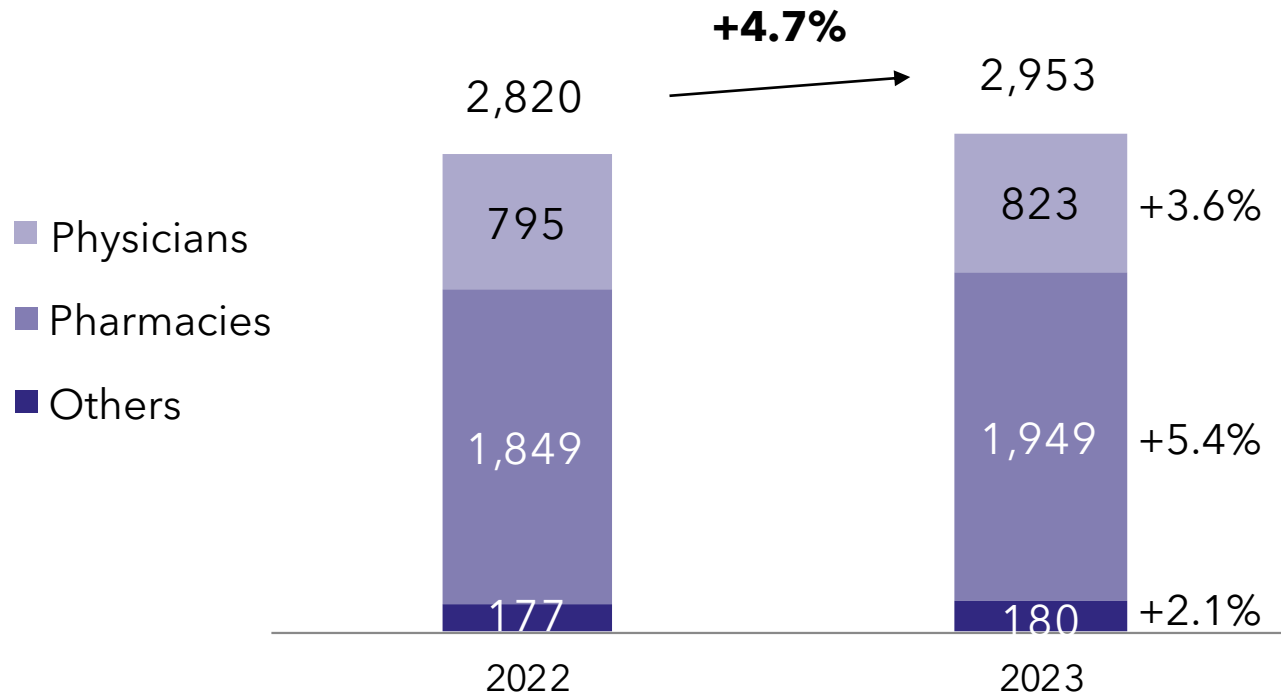
- Organic growth **+1.1%**
- Growth of market sales CH¹ **+2.2%**
- Market share of **10.3%¹**

1) Product sales to end customers of Verfora, Spagyros and Padma products (like-for-like, streetprices), IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, Consumer Health market Dec 2023

Wholesale

Market share gains with pharmacies

Net sales (in million CHF)



Growth without
COVID-19 self-tests:

+5.3% in total wholesale

+6.3% in pharmacies segment

Strategic partnership with Redcare Pharmacy

Extraordinary profit from creation of Joint Venture:

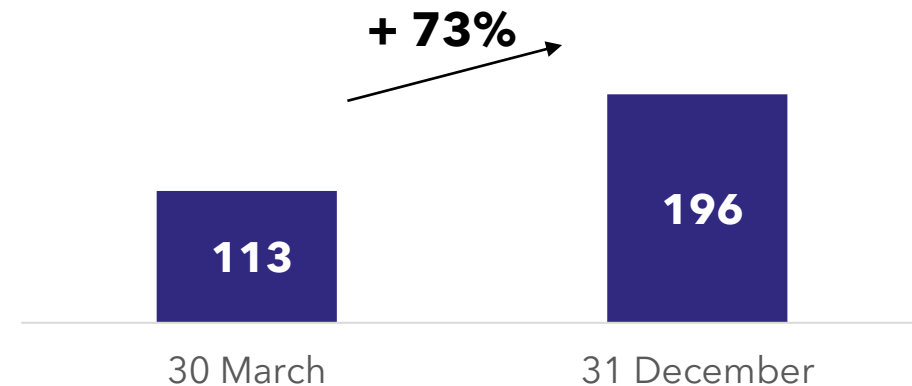
CHF 120.4 million¹

(discontinued operations)

Value gain on 8% participation in Redcare Pharmacy:

EUR 95.5 million²

(CHF 83.0 million)

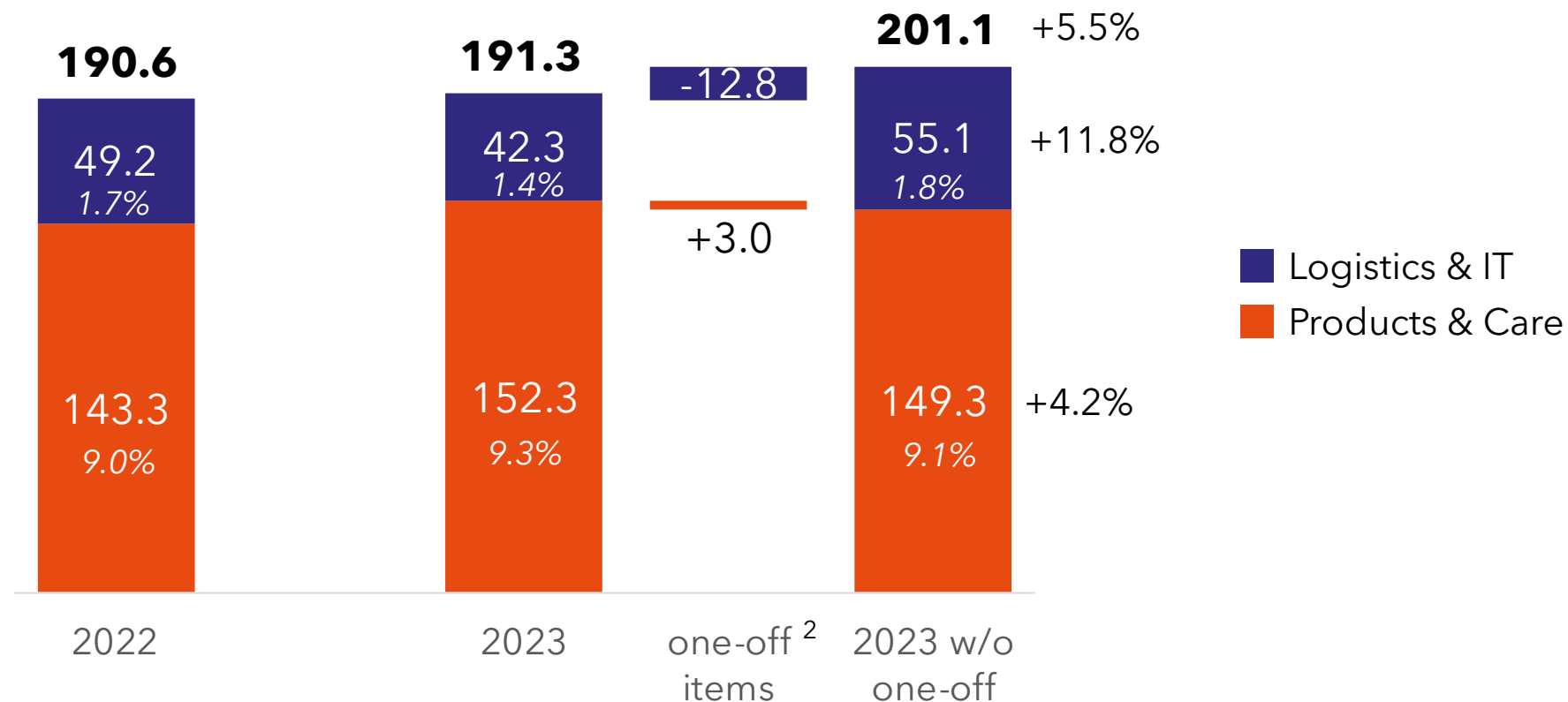


¹ Including value gain on 6.1% of shares in Redcare pharmacy of CHF 26.3 million (value increase between signing on 30 March and closing on 16 May 2023)

² Value gain on 8% participation in Redcare Pharmacy N.V. between 30 March (share price EUR 72) and 31 December (share price EUR 131.60)

Solid EBIT growth without one-off items

EBIT adjusted¹ (in million CHF)
ROS (in %)



¹ Excluding effects of IAS 19 and IFRS 16, see chapter "Alternative performance measures" of the Annual Report 2023

² One-off items of CHF 9.8 million include:

- Logistics & IT: ComCo sanction of CHF 3.8 million plus ComCo provision of CHF 3.0 million and extraordinary bad debt allowances of CHF 6.0 million
- Products & Care: extraordinary value gain on inventory of CHF 3.0 million

Solid EBIT growth without one-off items

in million CHF	2022	2023	one-off ²	2023 w/o one-off	in %
Net sales	3'588	3'746		3'746	+4.4%
Personnel costs ¹	-525	-556		-556	+6.0%
<i>in % of net sales</i>	14.6%	14.9%		14.9%	
Other operating costs ¹	-231	-256	-12.8	-244	+5.4%
<i>in % of net sales</i>	6.4%	6.8%		6.5%	
EBIT adjusted¹	191	191	-9.8	201	+5.5%
ROS	5.3%	5.1%		5.3%	

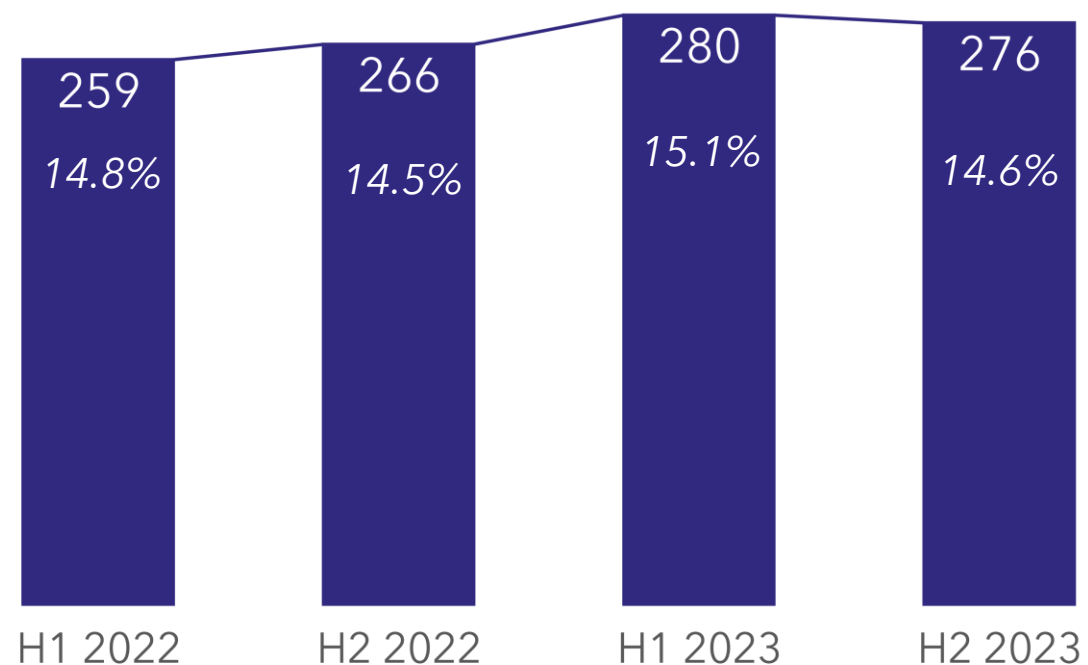
¹ Excluding effects of IAS 19 and IFRS 16, see chapter "Alternative performance measures" of the Annual Report 2023

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- Products & Care: extraordinary value gain on inventory of CHF 3.0 million

Successful cost containment in H2 2023

Personnel cost¹ (in million CHF)
% of net sales (in %)

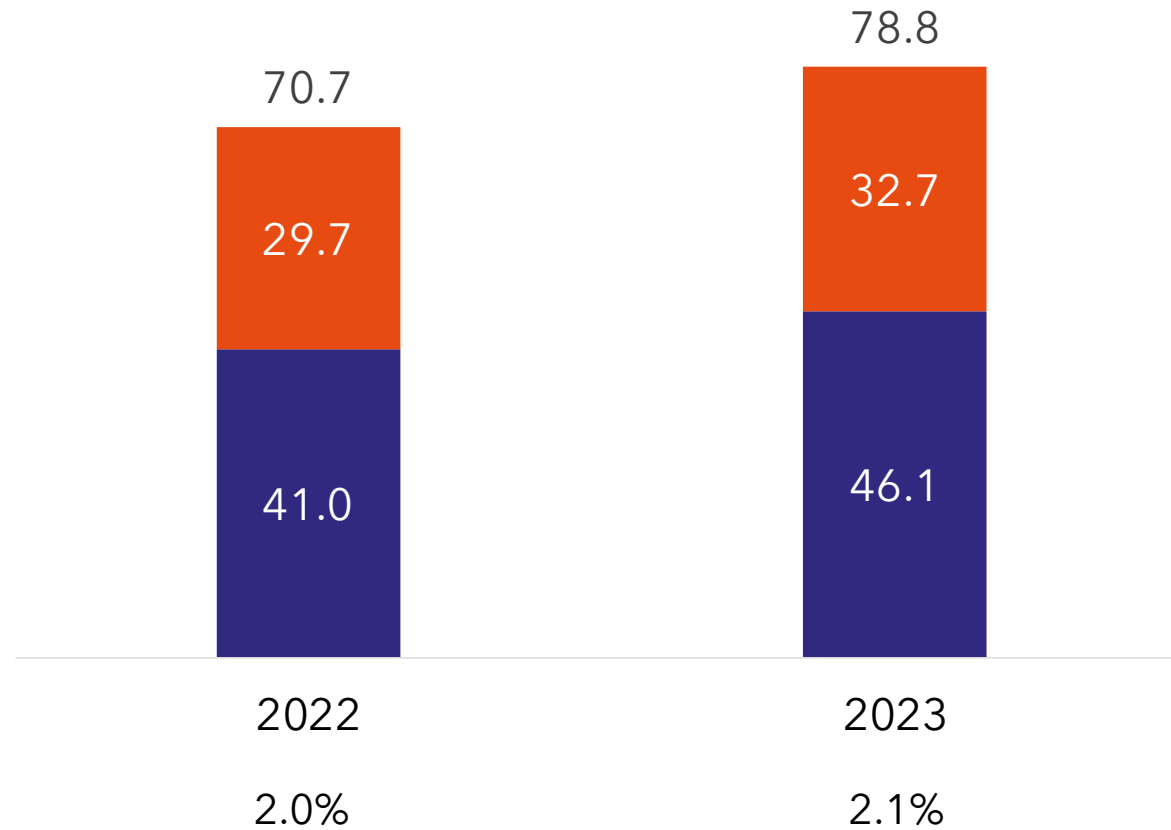


¹ Excluding effects of IAS 19, see chapter “Alternative performance measures” of the Annual Report 2023

Investments in our future

in million CHF

- Investments in intangible assets
- Investments in tangible assets



Cash Flow Statement

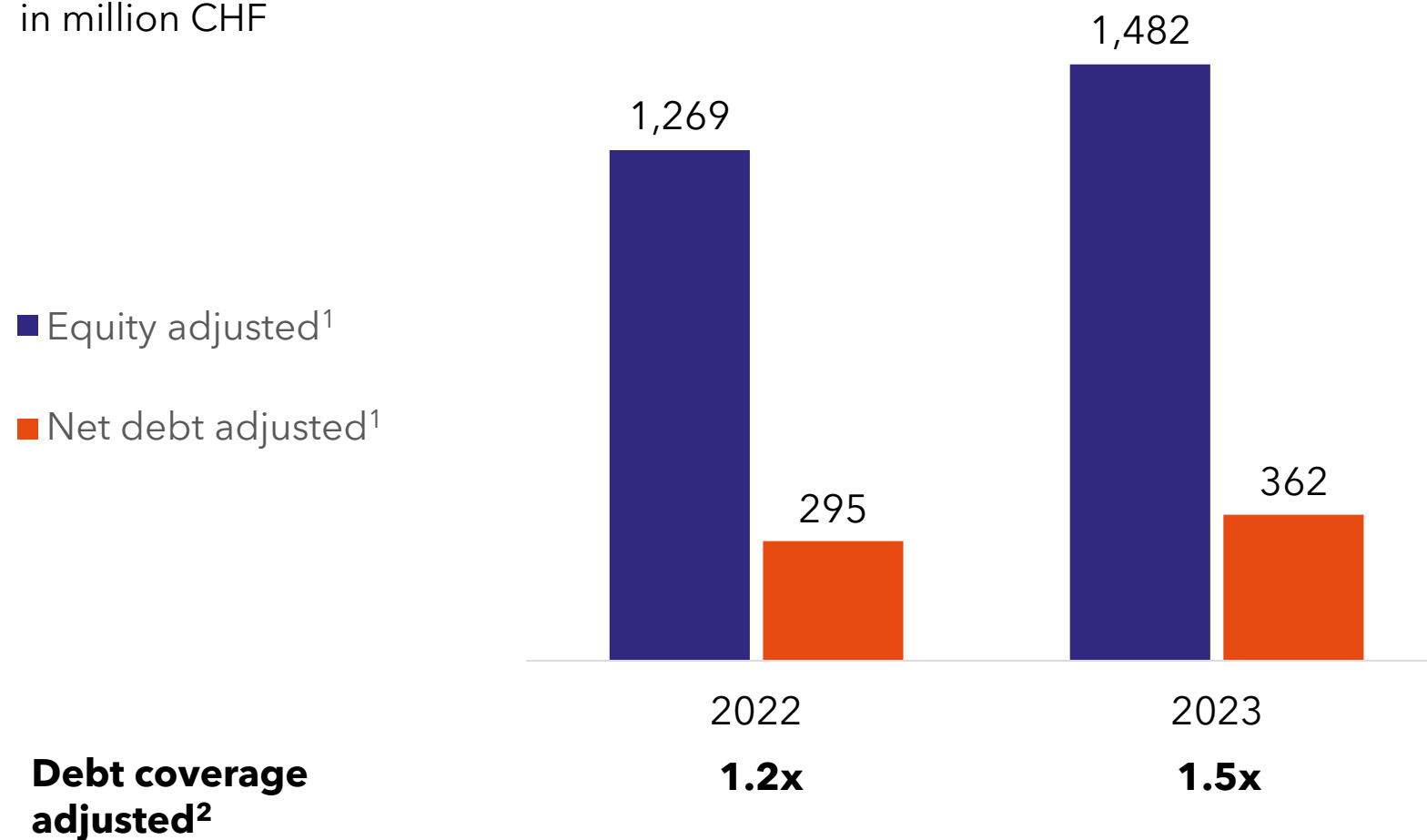
Build-up of safety stock burdens cash flow

in million CHF	2022	2023
Cash flow from operating activities before working capital changes adjusted¹	220.4	201.3
Working capital changes	-29.2	-28.8
Cash flow discontinued operations (operating)	-6.8	0.9
Cash flow from operating activities adjusted¹	184.4	173.5
Investments in tangible and intangible assets	-69.3	-75.3
Cash flow from financial assets	-20.2	-18.3
Cash flow discontinued operations (investing)	-0.6	-0.2
Free cash flow before M&A	94.4	79.8
Cash flow from M&A	-36.5	-30.4
Free cash flow	57.9	49.3

¹ reduced by payment of lease liabilities IFRS16, see chapter "Alternative performance measures" of the Annual Report 2023

Strong balance sheet

in million CHF

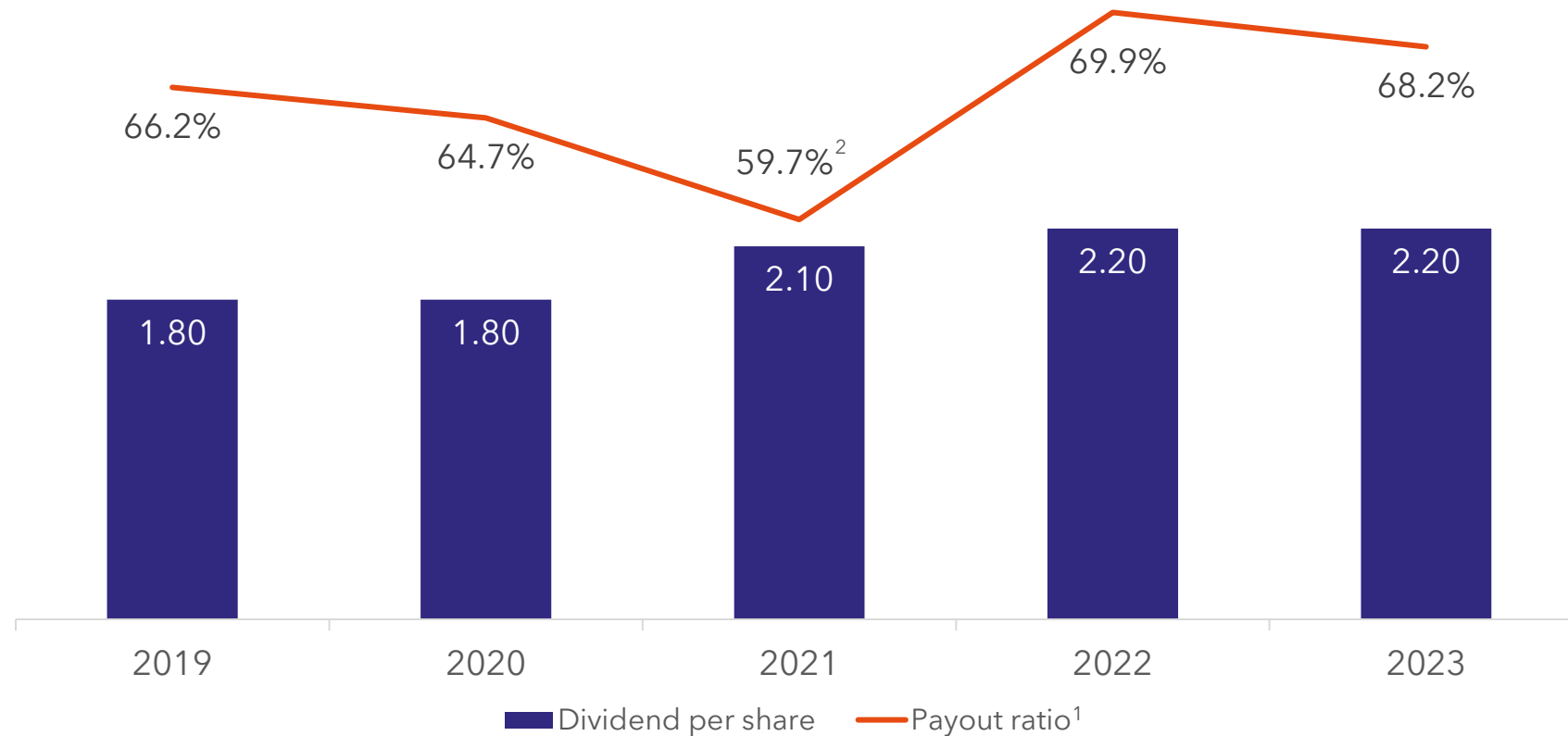


¹ Detail of the adjustments in the Annual Report 2023, see chapter "Alternative performance measures" of the Annual Report 2023

² Net debt adjusted / EBITDA adjusted (excluding effects of IAS 19 and IFRS 16), see chapter "Alternative performance measures" of the Annual Report 2023

Share information

Historical dividend per share and pay-out ratio¹



¹ Dividend per share in relation to adjusted earnings per share at reporting date

² Pay-out ratio of 71.2% adjusted for one-off impacts in 2021 from COVID-19 initiatives and sale of headquarter building

Financial guidance 2024

- Galenica Group net sales **+3% to +5%**
- EBIT adjusted¹ **+8% to +11%**
- Dividend for 2024 **at least at prior-year level**

¹ Excluding effects of IAS 19 and IFRS 16, see chapter “Alternative performance measures” of the Annual Report 2023

Investor calendar 2024

12 March 2024: Annual Report 2023

10 April 2024: Annual General Meeting

23 May 2024: Sales update (Jan - Apr 2024)

6 August 2024: Half year results 2024

24 October 2024: Sales update (Q3 2024)

¹ Excluding effects of IAS 19 and IFRS 16, see chapter “Alternative performance measures” of the Annual Report 2023

Q & A

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