

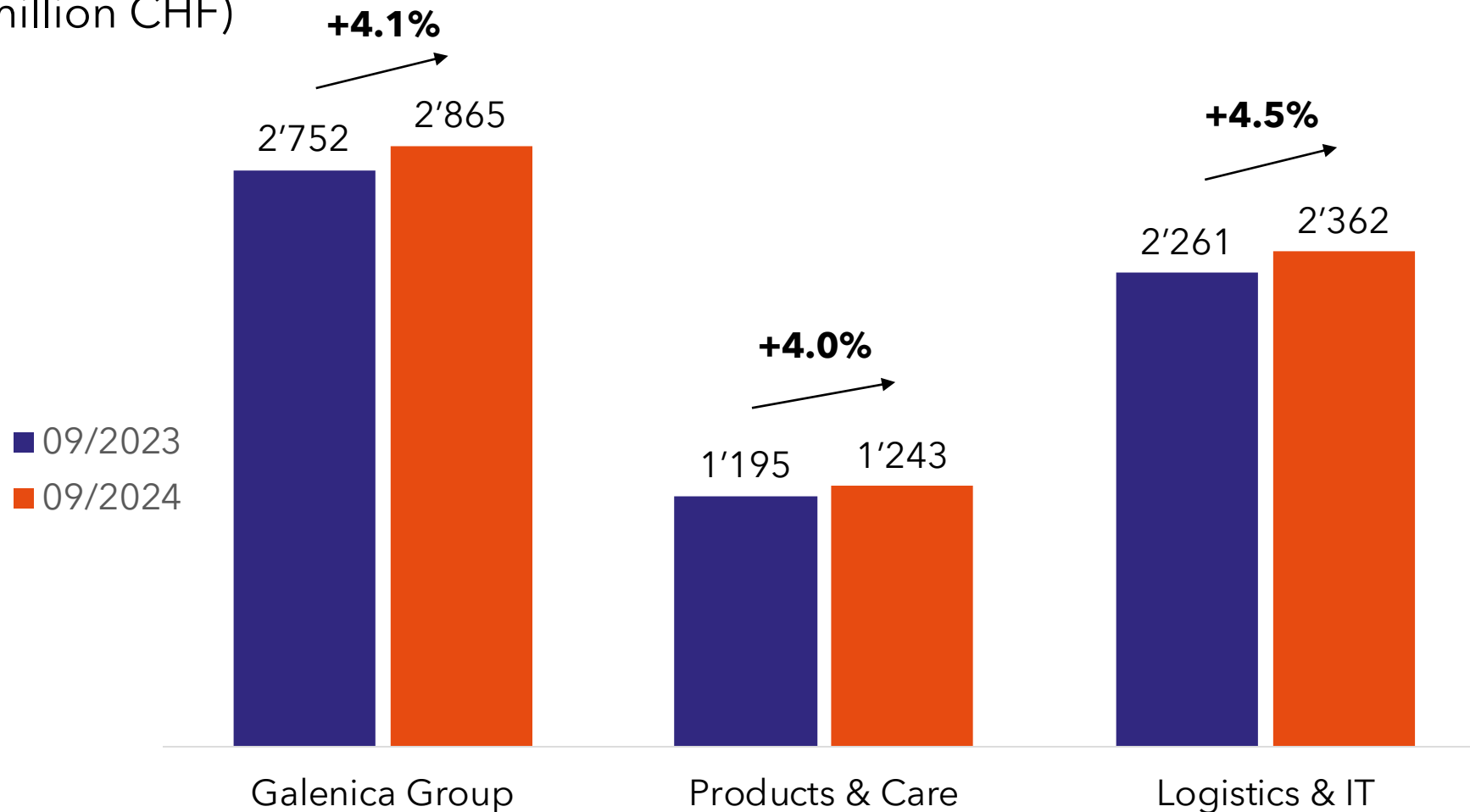
Sales update September 2024 YTD

October 2024

Galenica Group

Pleasing sales growth in the first 9 months of 2024

Net sales (in million CHF)



Galenica Group



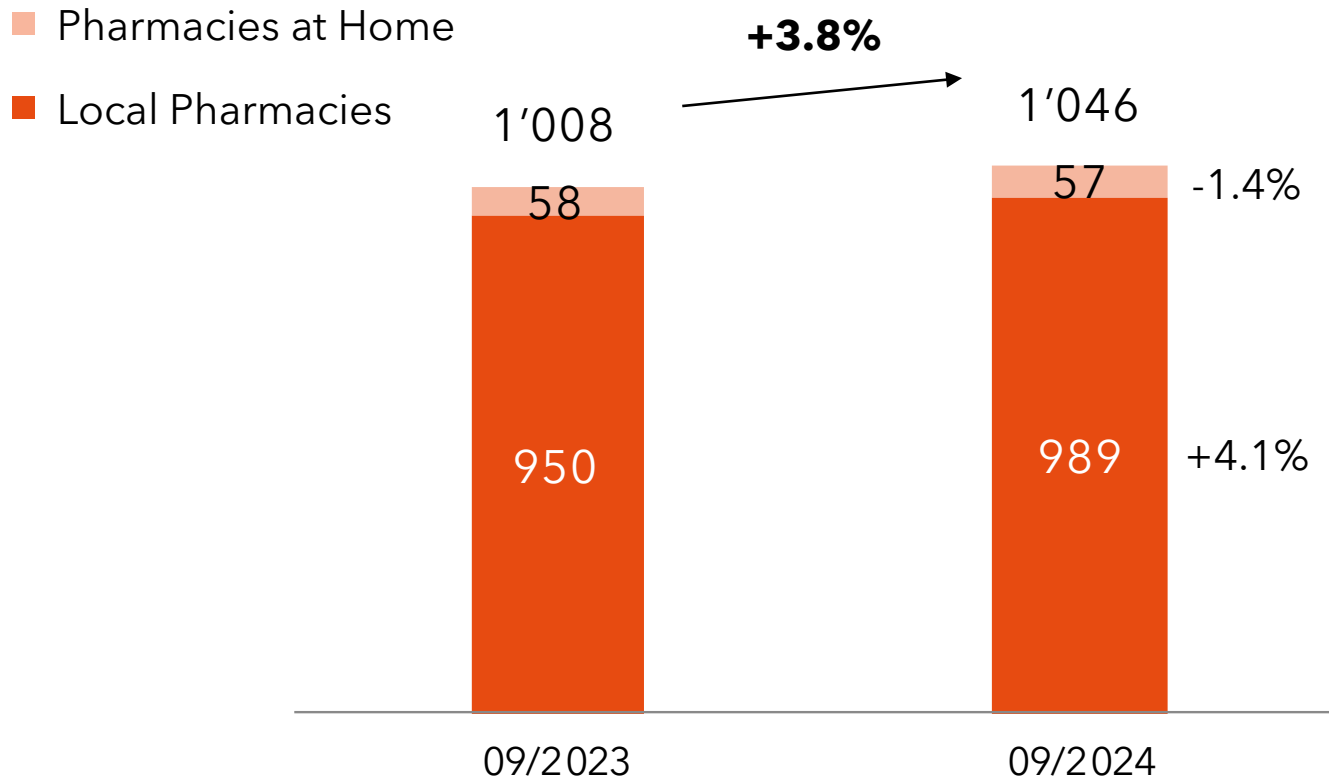
Pleasing sales growth in both segments

Net sales (in million CHF)	09/2024	09/2023	change
Local Pharmacies	989	950	+4.1%
Pharmacies at Home	57	58	-1.4%
Retail (B2C)	1'046	1'008	+3.8%
Products & Brands	142	135	+5.4%
Services for Professionals	62	58	+6.8%
Professionals (B2B)	204	193	+5.8%
Products & Care	1'243	1'195	+4.0%
Wholesale	2'263	2'169	+4.3%
Logistics & IT Services	117	106	+10.6%
Logistics & IT	2'362	2'261	+4.5%
Corporate and eliminations	-740	-704	
Galenica Group	2'865	2'752	+4.1%

Retail B2C

Pleasing organic sales growth

Net sales (in million CHF)



Portfolio of local pharmacies expanded by 9 locations: expansion impact¹ of **+1.5%**

AMAVITA+ + SUN STORE

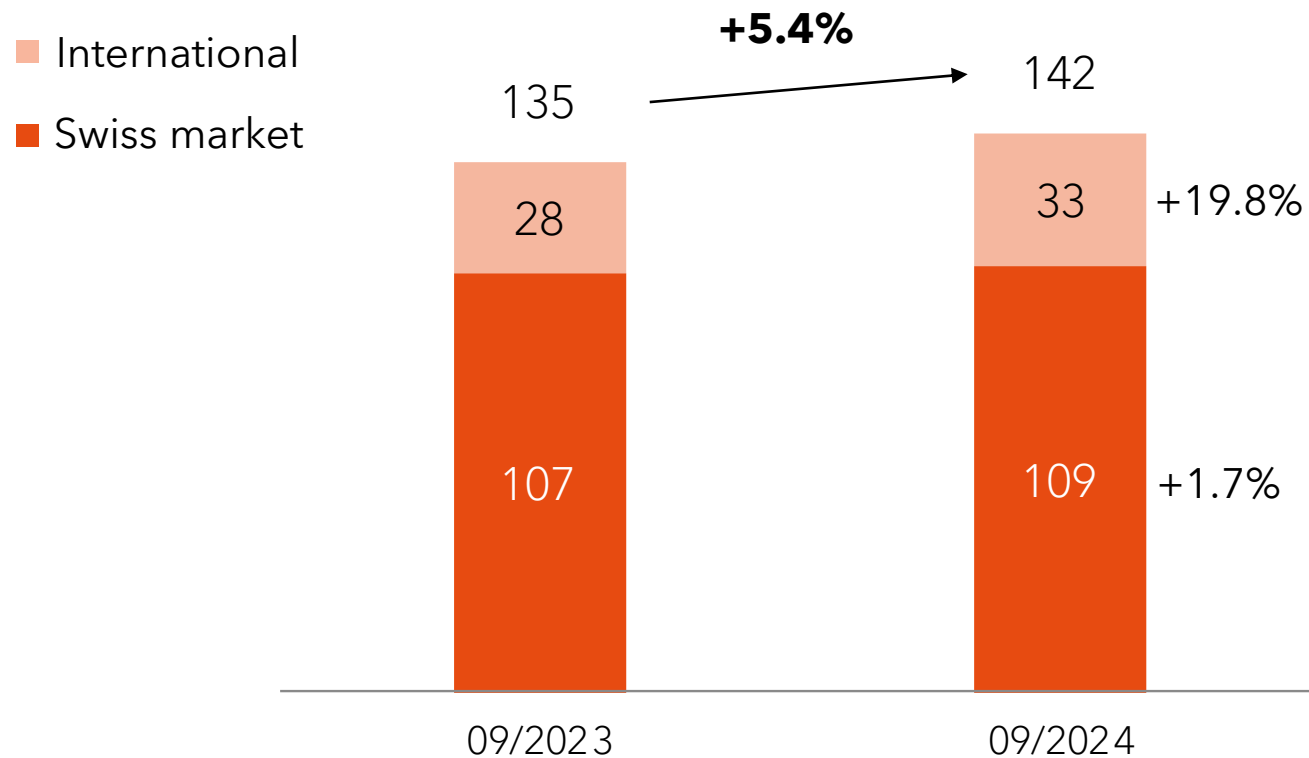
Strong growth of **generics, substitution rate** further increased from 75.2% end of 2023 to **80.3%**

1) The effect of net expansion is calculated only including point of sales without a full year period comparison (acquisitions, openings and closure of pharmacies)

Products & Brands

Market share gains and strong international growth

Net sales (in million CHF)



International:

- Organic growth of **+17.8%¹**

Swiss market:

- Organic growth of **+1.0%¹**
- Growth of market sales CH² **+5.6%**
- Market share² of Product & Brand **10.5%**

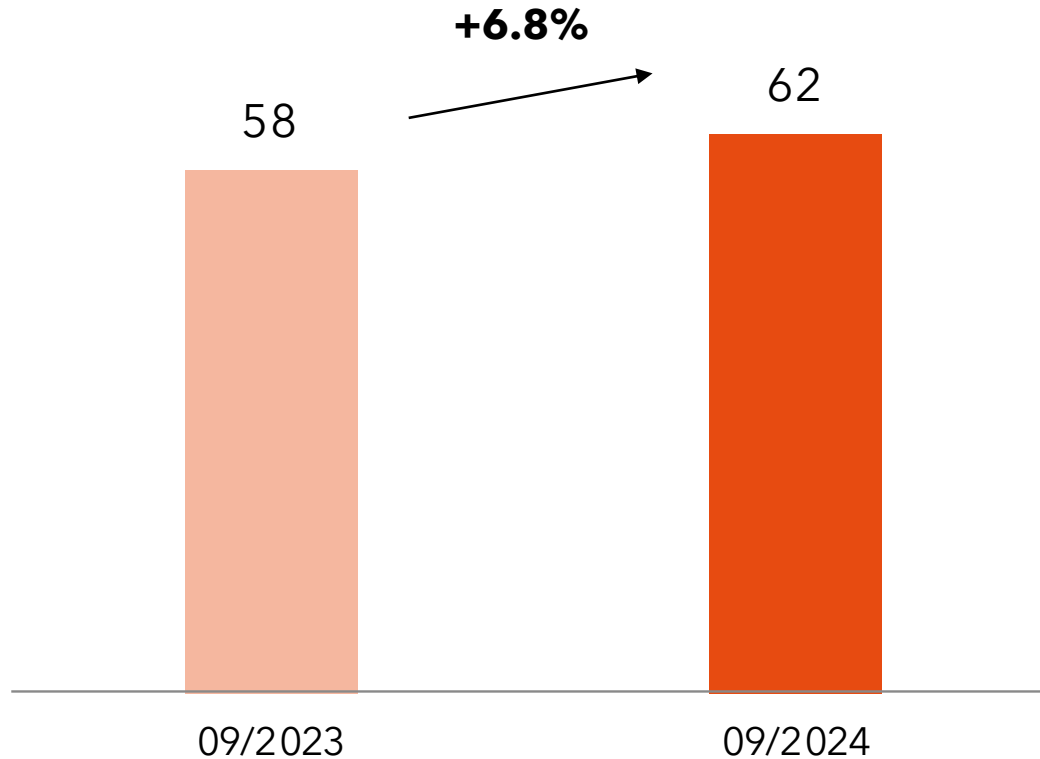
1) Expansion impact related to acquisition of Padma AG in Jan 2023, the effect of net expansion is calculated only including business activities without a full year period comparison (acquisitions and new license agreements)

2) © IQVIA Switzerland - Consumer Health market September 2024 (without Covid-19 self-tests)

Services for professionals

Strong sales growth in elderly care segment

Net sales (in million CHF)



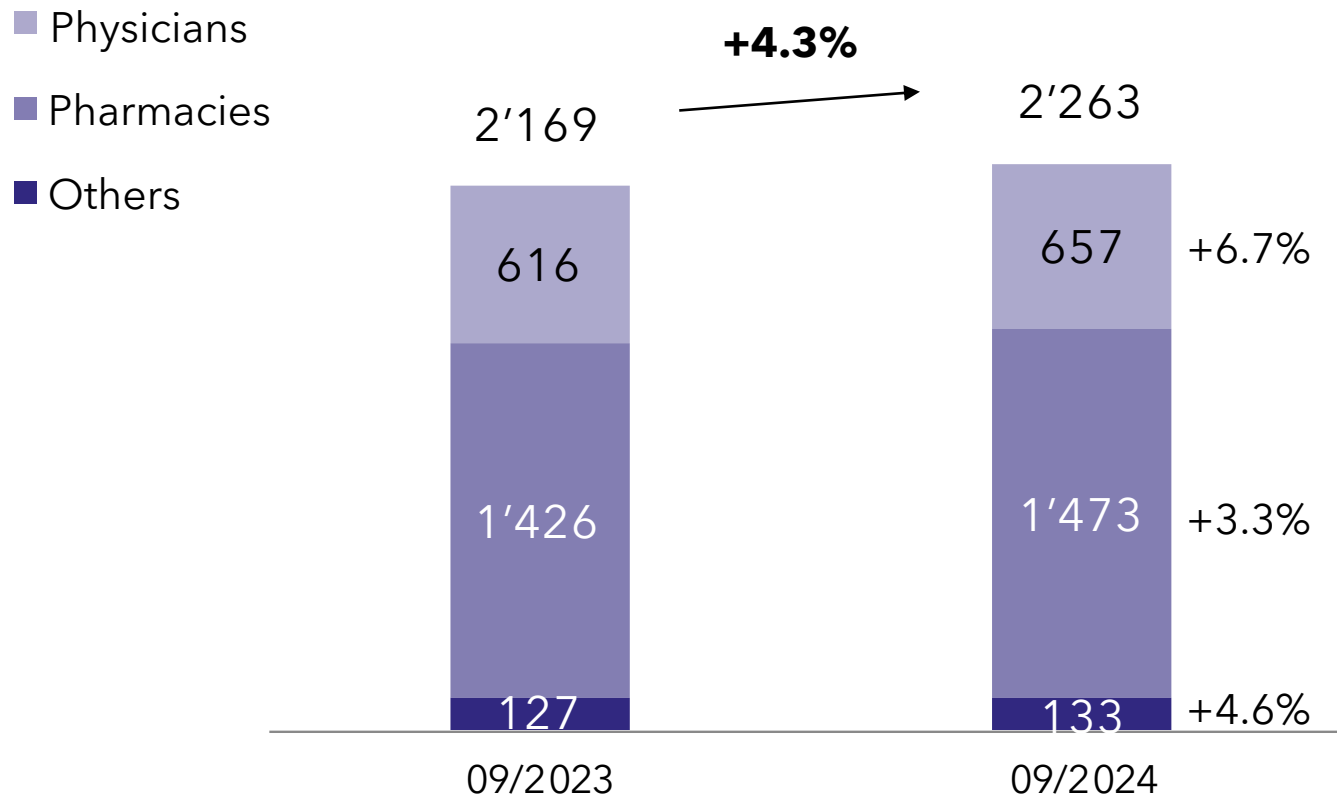
Strong growth with services for homecare organisations and nursing homes



Wholesale

Further market share gains

Net sales (in million CHF)

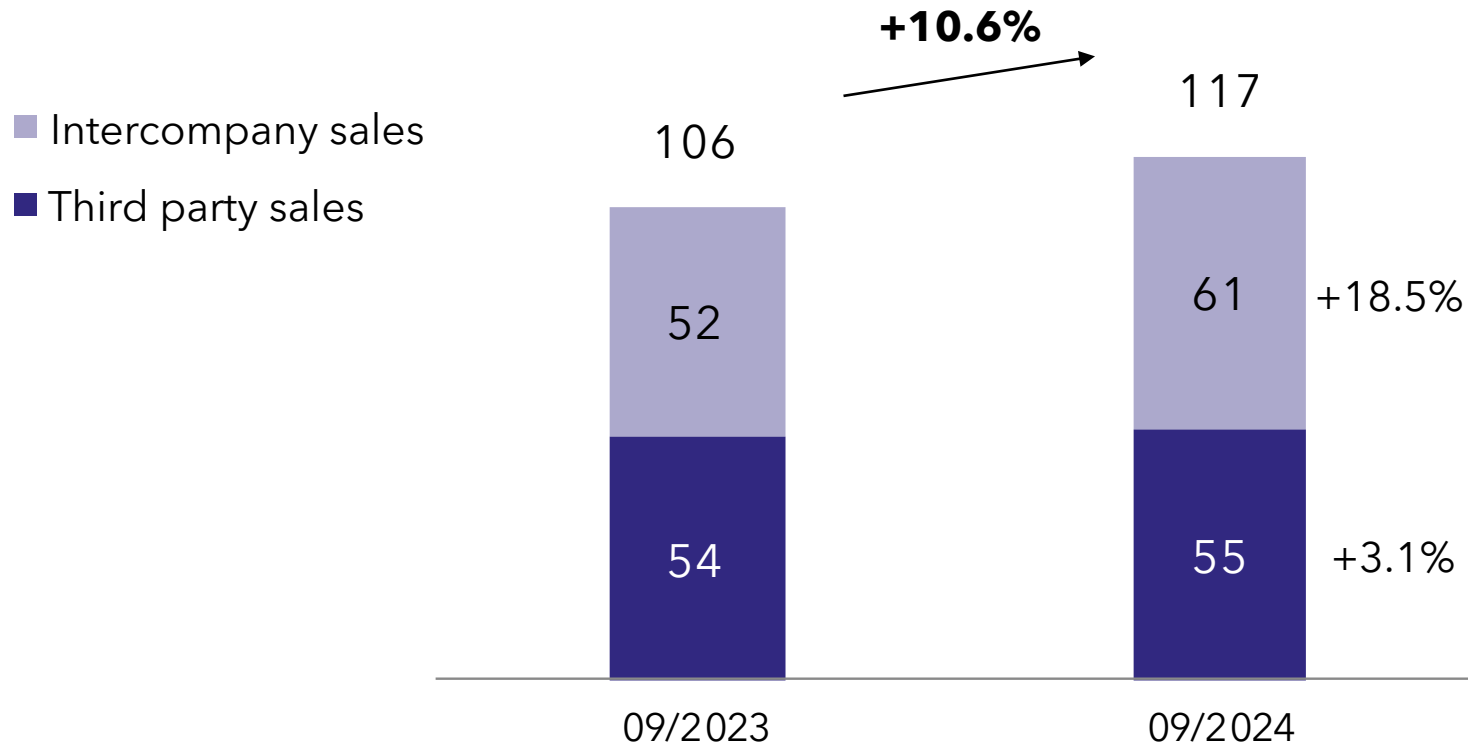


Market share gains both in physicians and pharmacies segments

Logistics & IT Services

Continued sales growth

Net sales (in million CHF)

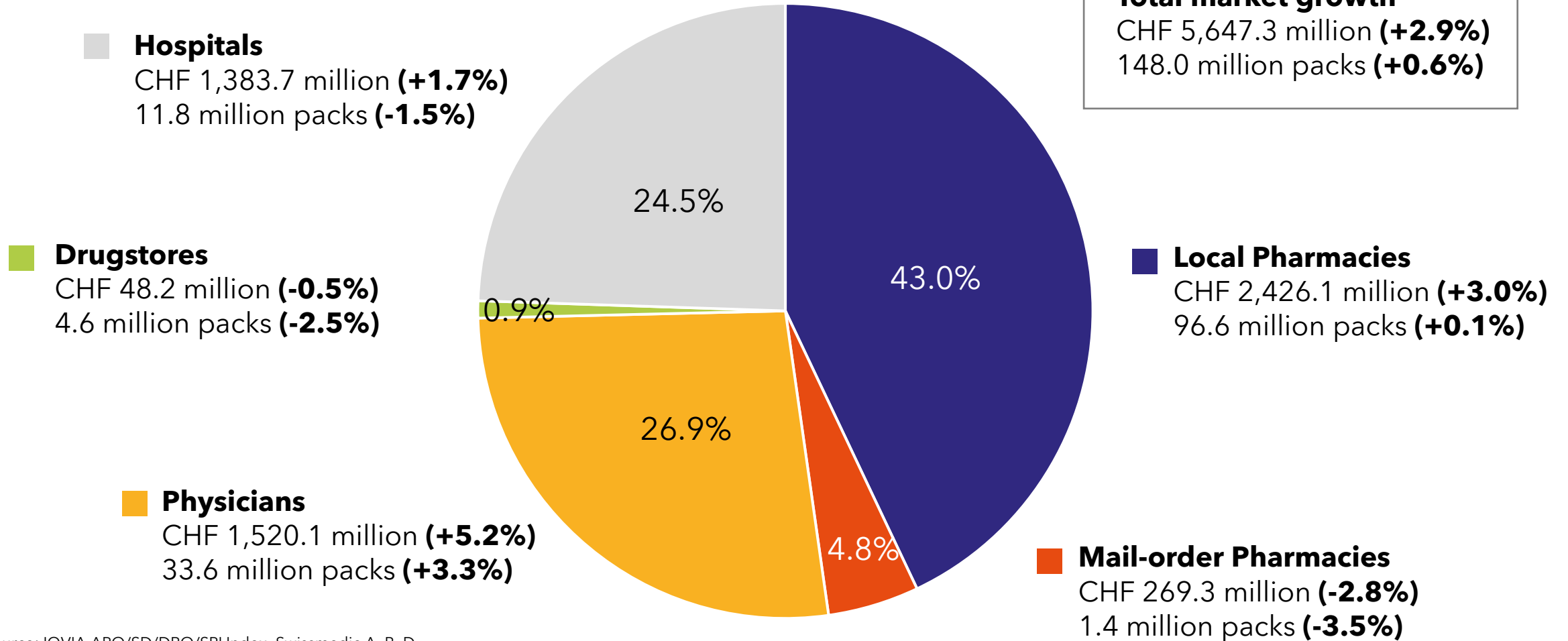


Further growth with IT services and pre-wholesale distribution



Swiss pharmaceutical market 09/2024

Allocation by value
(ex-factory price)



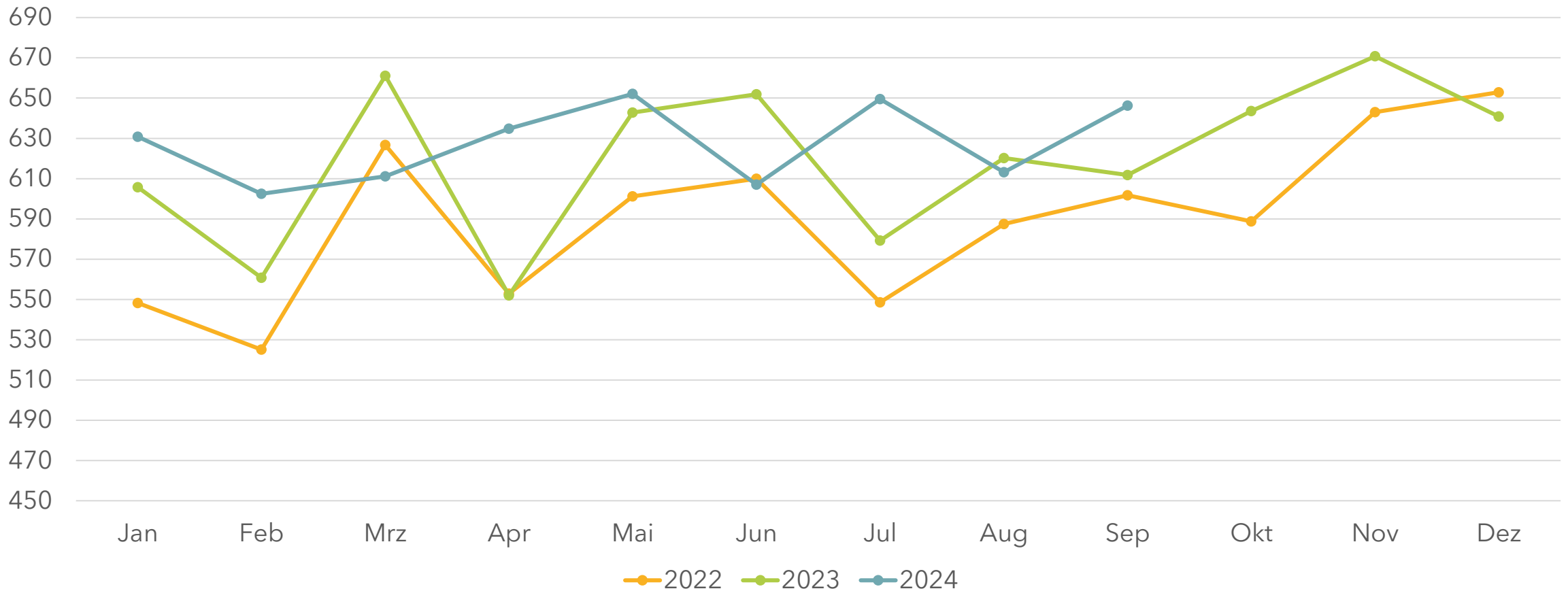
Total market growth
 CHF 5,647.3 million **(+2.9%)**
 148.0 million packs **(+0.6%)**

Source: IQVIA APO/SD/DRO/SPI Index, Swissmedic A, B, D
 Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 © IQVIA Switzerland - Swiss pharmaceutical market September 2024

Swiss pharmaceutical market

Solid growth in nine first months of 2024

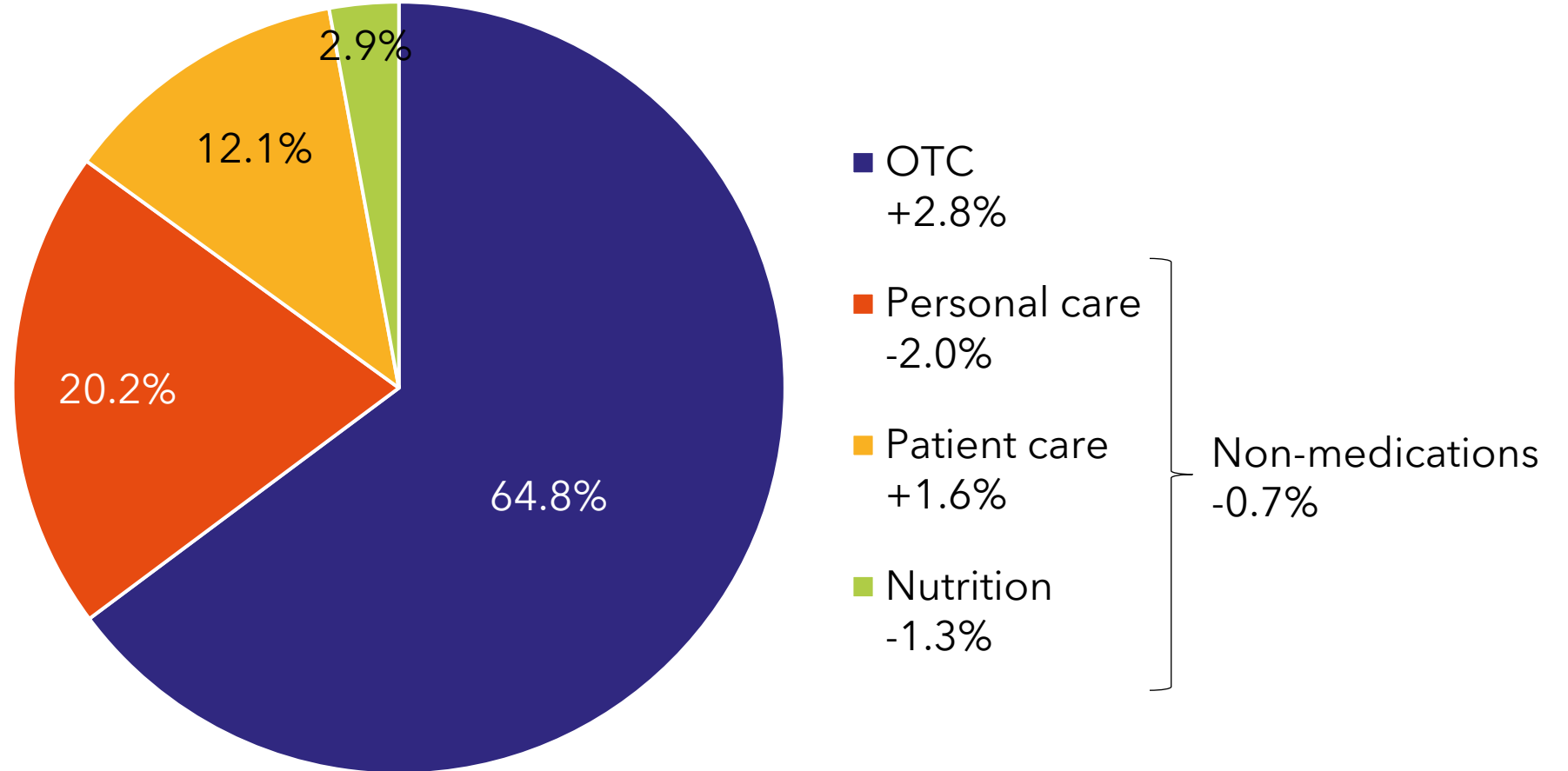
in million CHF



Source: APO/SD/DRO/SPI Index, Swissmedic A, B, D
 Medicines Swissmedic lists A, B, D, sold from suppliers and wholesalers to hospitals, physicians, pharmacies and drugstores
 © IQVIA Switzerland - Swiss pharmaceutical market September 2024

Swiss consumer healthcare market 09/2024

Total market
 CHF 2'052.6 million
+1.5%



Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices
 © IQVIA Switzerland - Consumer Health market September 2024 (without Covid-19 self-tests)

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