

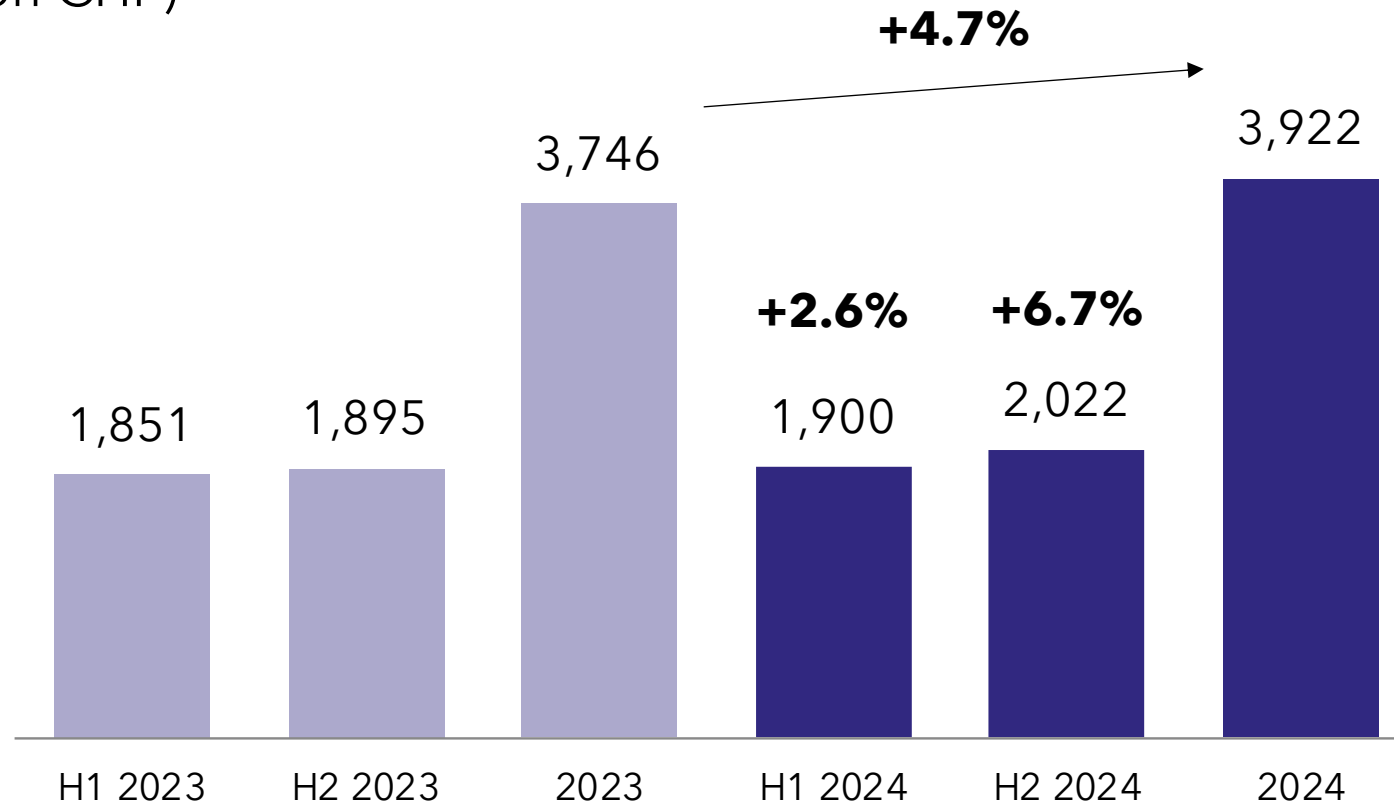
Sales update 2024

January 2025

Galenica Group

Strong sales growth with tailwind from constellation of sales days

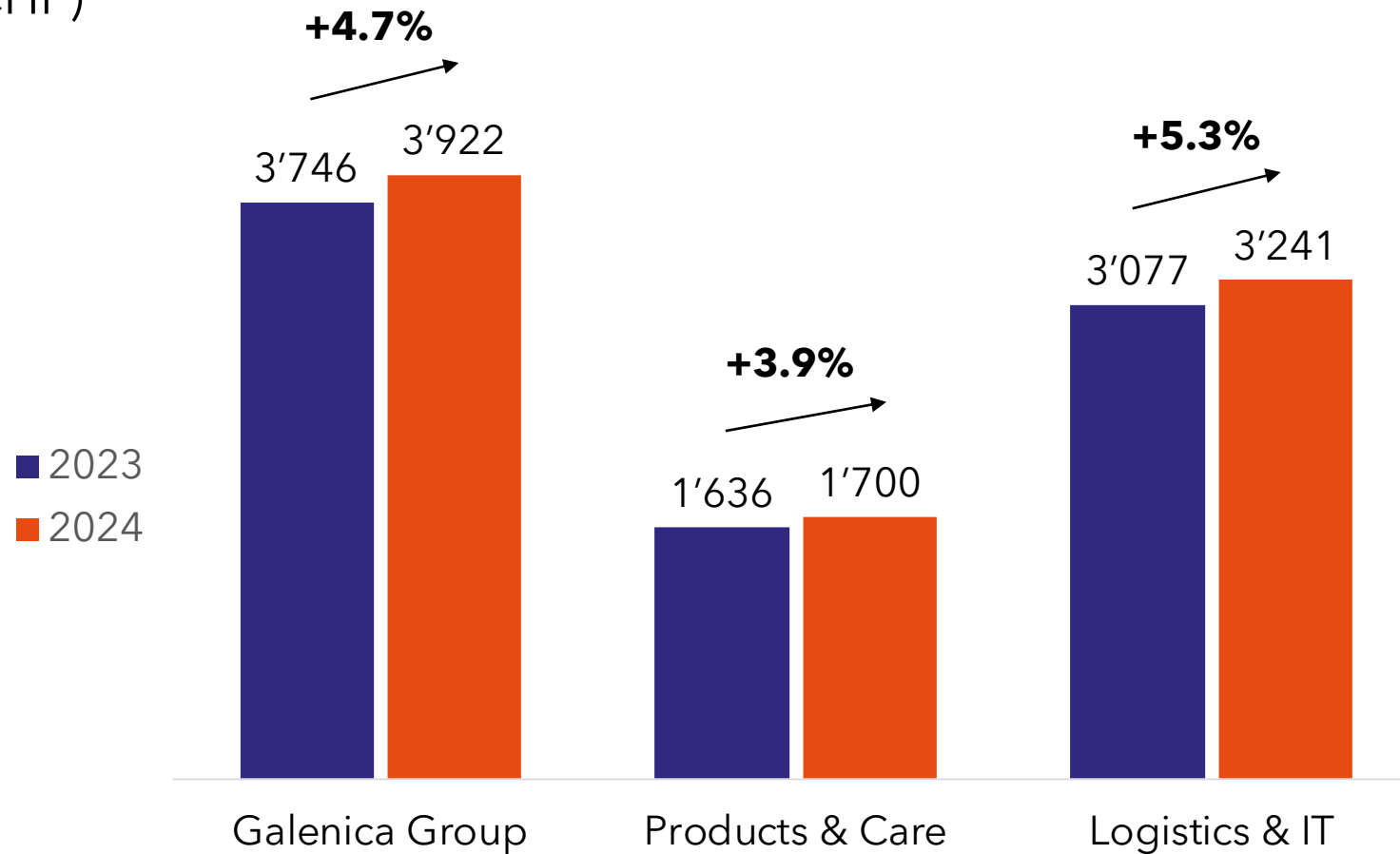
Net sales (in million CHF)



Galenica Group

Sales growth supported by both segments

Net sales (in million CHF)



Galenica Group



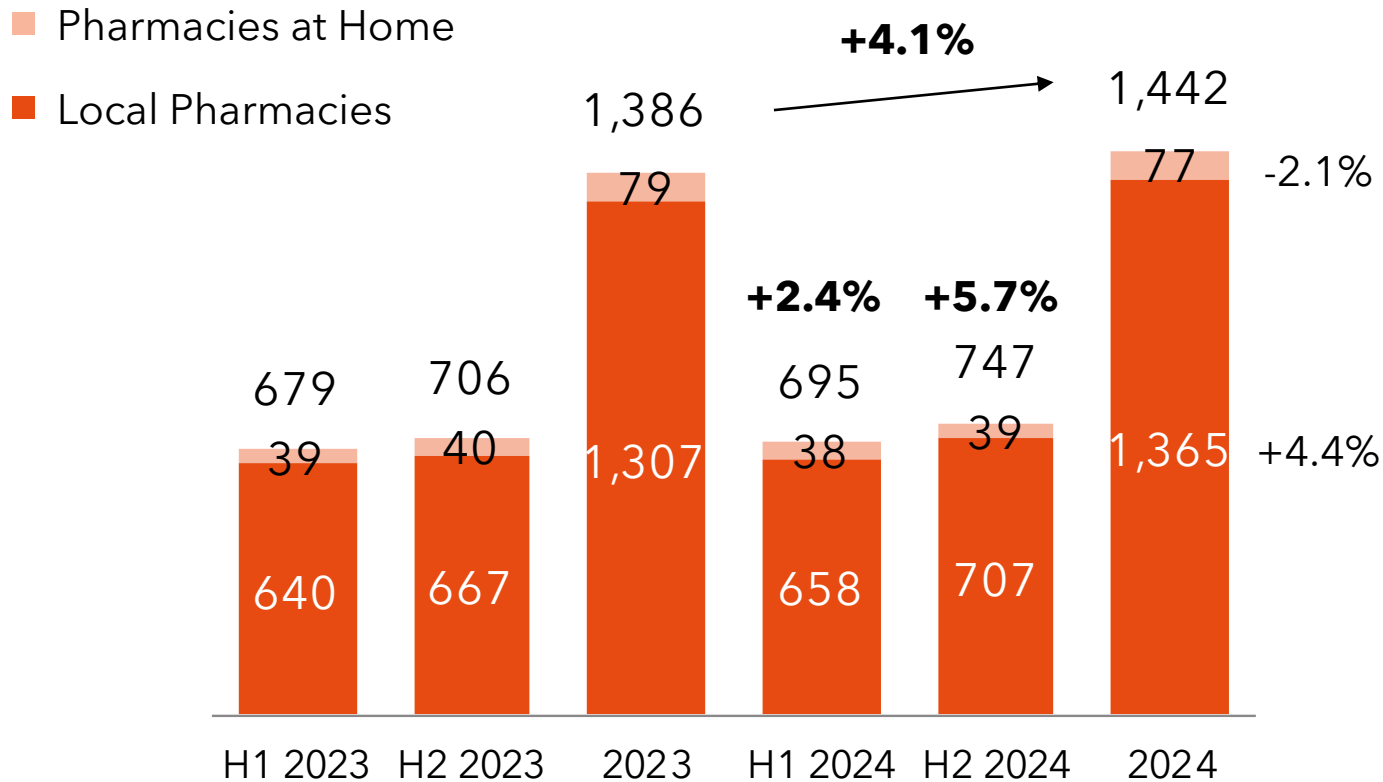
Sales growth supported by both segments

Net sales (in million CHF)	2024	2023	change
Local Pharmacies	1'365	1'307	+4.4%
Pharmacies at Home	77	79	-2.1%
Retail (B2C)	1'442	1'386	+4.1%
Products & Brands	183	177	+3.5%
Services for Professionals	85	79	+7.5%
Professionals (B2B)	268	256	+4.7%
Products & Care	1'700	1'636	+3.9%
Wholesale	3'105	2'953	+5.1%
Logistics & IT Services	157	144	+9.2%
Logistics & IT	3'241	3'077	+5.3%

Retail B2C

Strong sales growth with prescription medicines

Net sales (in million CHF)



Portfolio of local pharmacies expanded by 10 locations: expansion impact¹ of **+1.7%**

AMAVITA+

SUN STORE

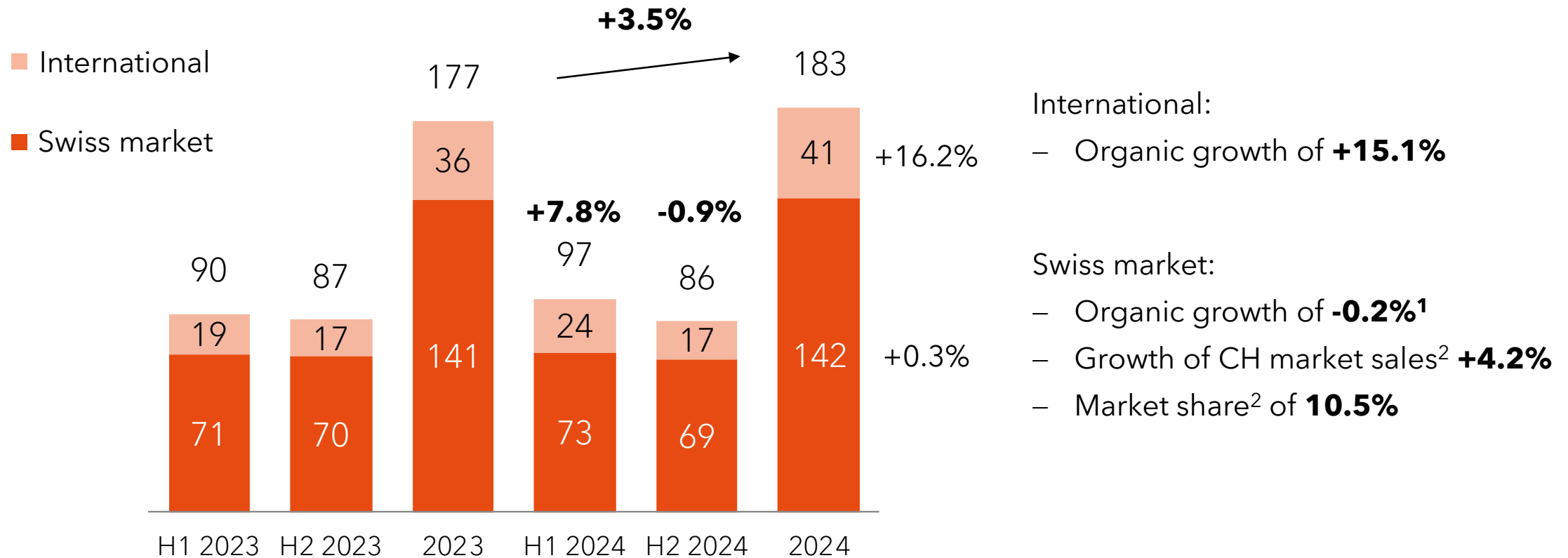
Strong growth of **generics**, **substitution rate** further increased from **75.2%** end of 2023 to **79.2%** end of 2024.

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

Sales growth in H2 dampened by mild flu season

Net sales (in million CHF)



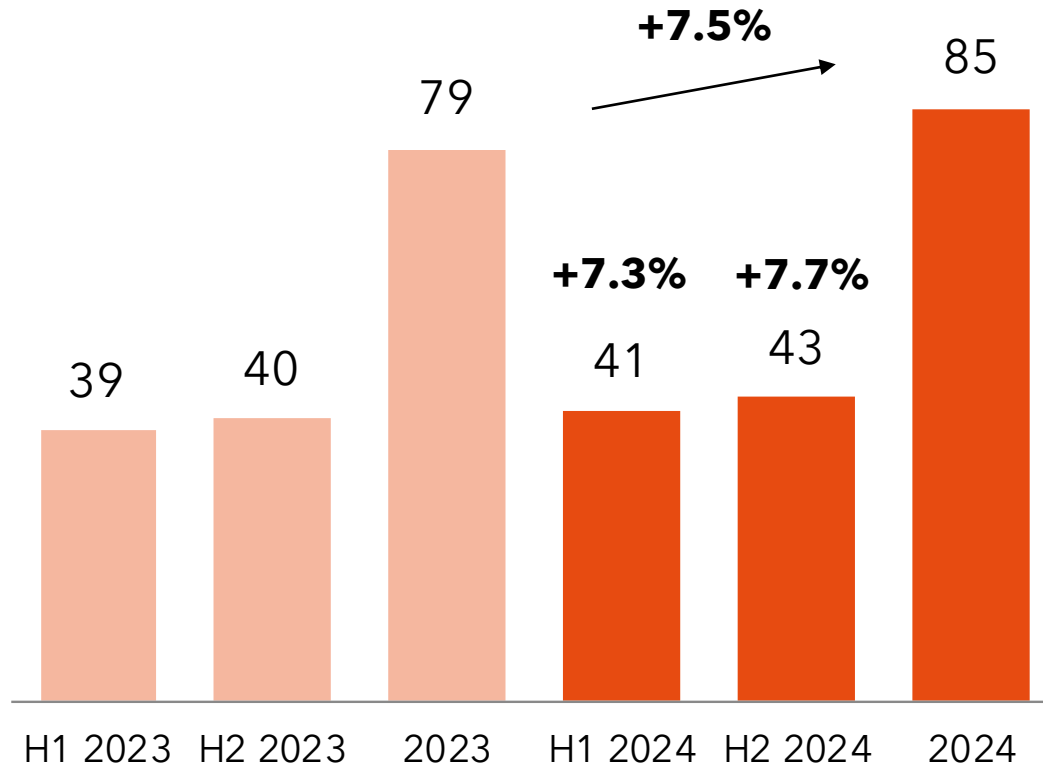
1) Expansion impact related to acquisition of Padma AG in Jan. 2023, the effect of net expansion is calculated only including business activities without a full year period comparison (acquisitions and new license agreements)

2) 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. 2024

Services for professionals

Strong sales growth in homecare business

Net sales (in million CHF)



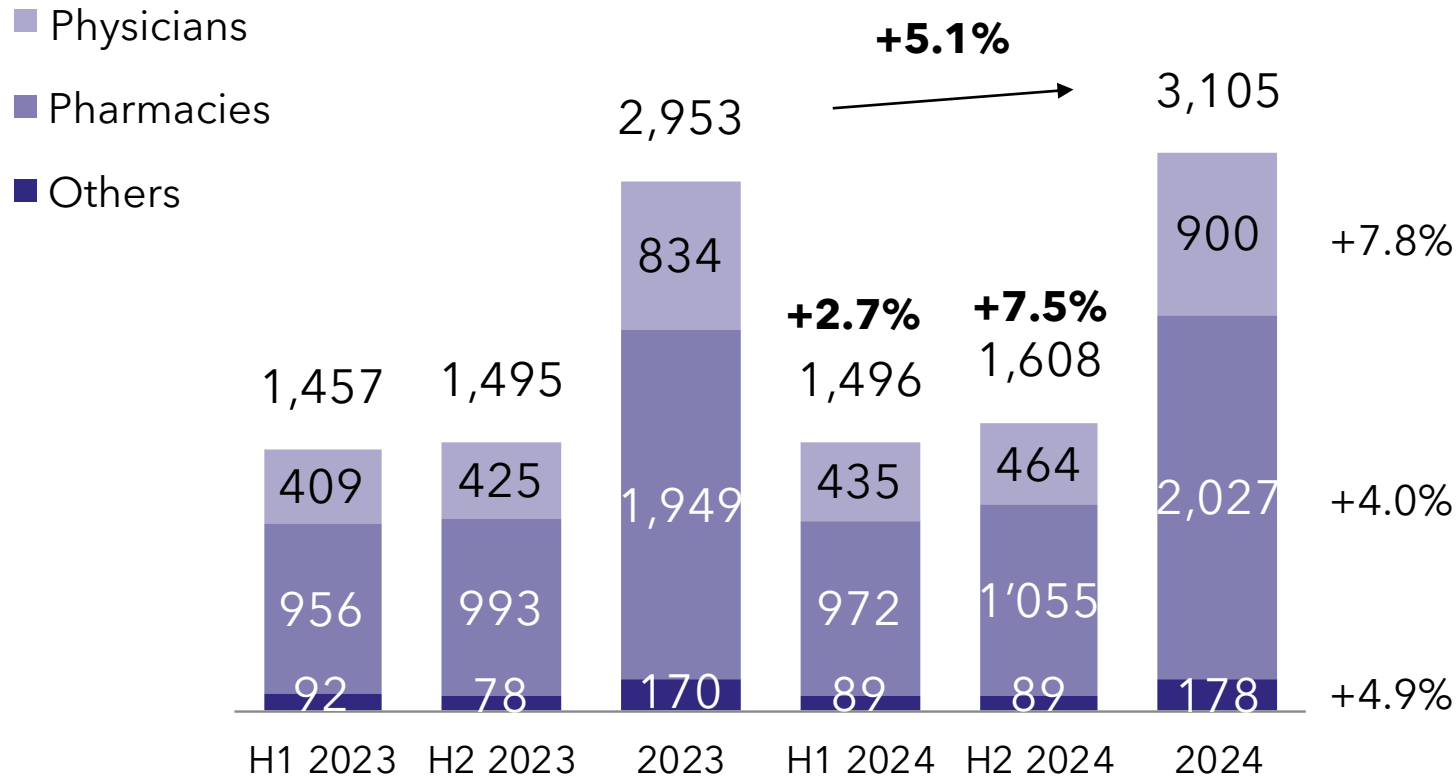
Consistent, strong growth with services for homecare organizations and nursing homes



Wholesale

Growth supported by further market share gains

Net sales (in million CHF)

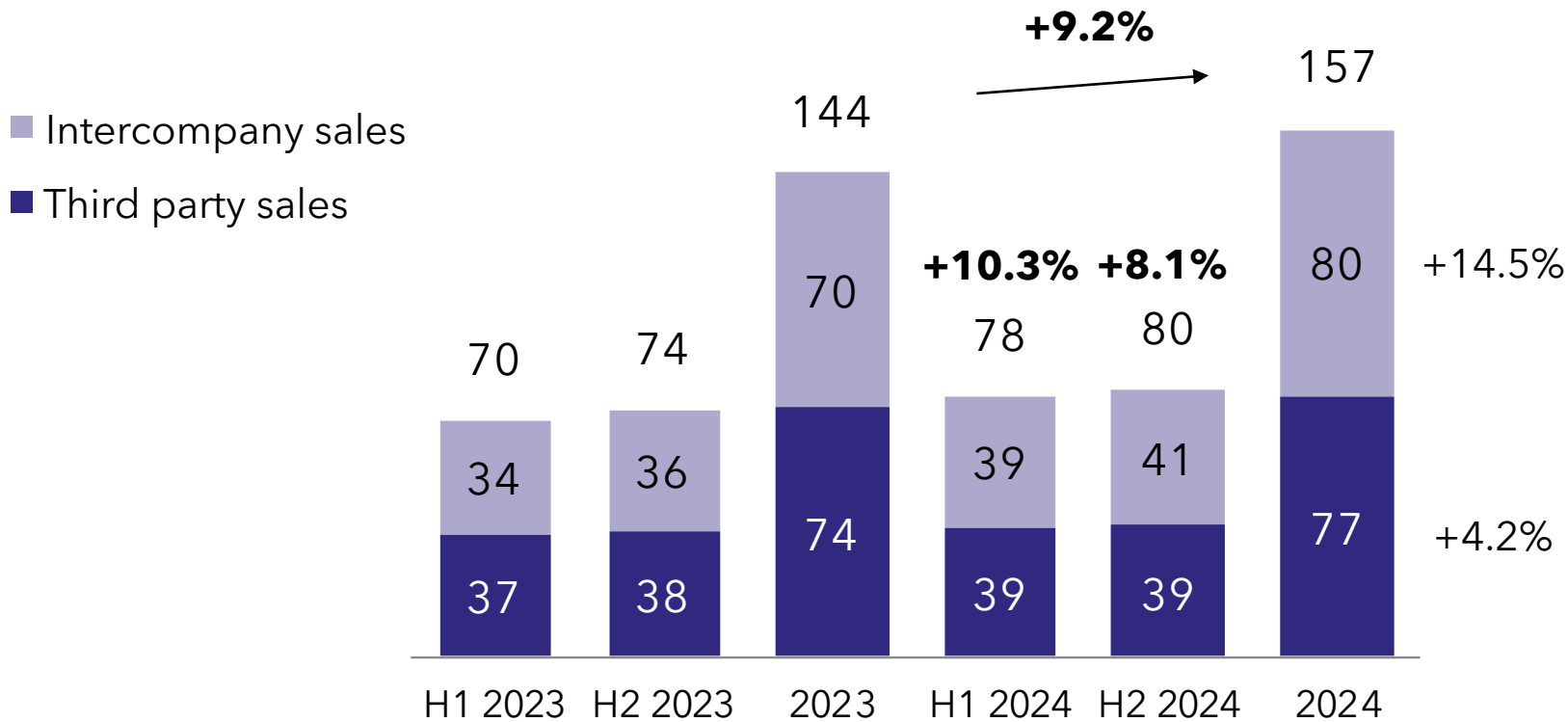


Market share gains both in physicians and pharmacies segments

Logistics & IT Services

Sales growth driven by internal IT services

Net sales (in million CHF)



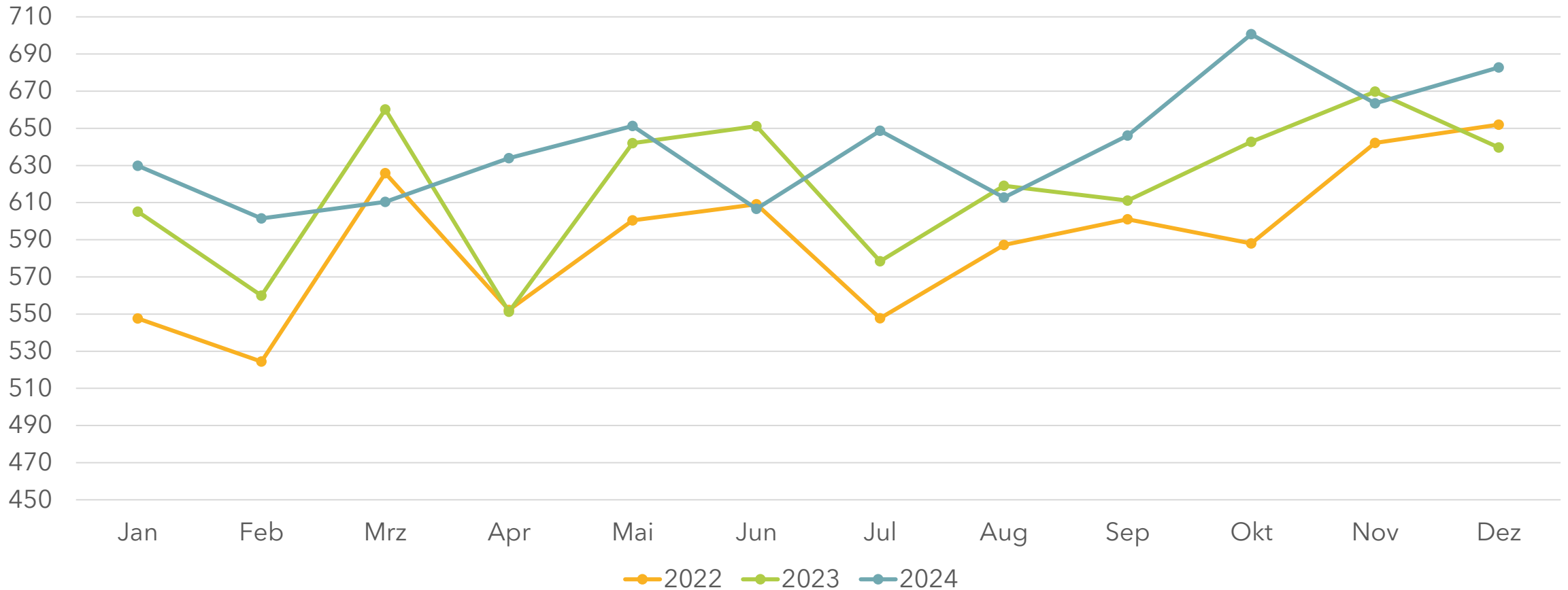
Solid growth with IT services and pre-wholesale distribution



Swiss pharmaceutical market

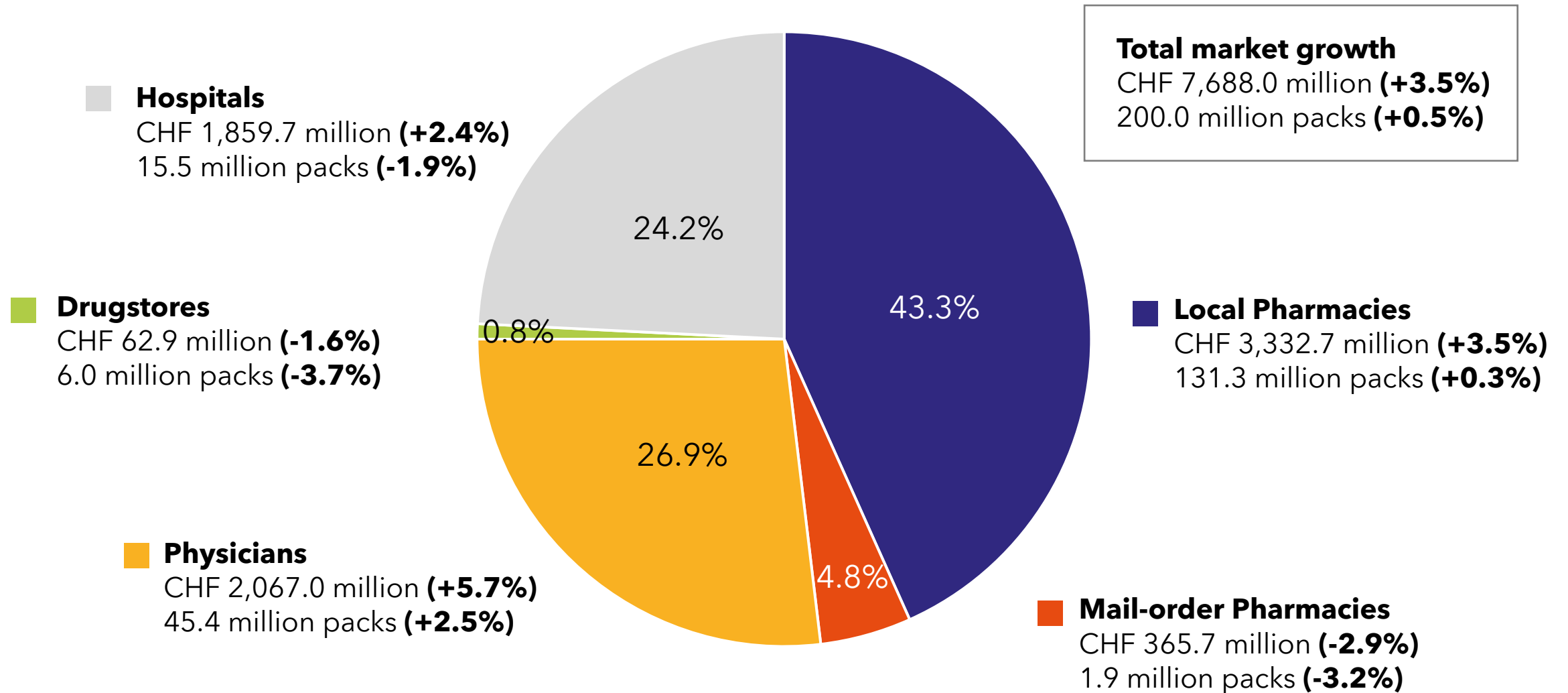
Strong growth in H2 supported by two additional sales days

in million CHF



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 - Swiss pharmaceutical market December 2024

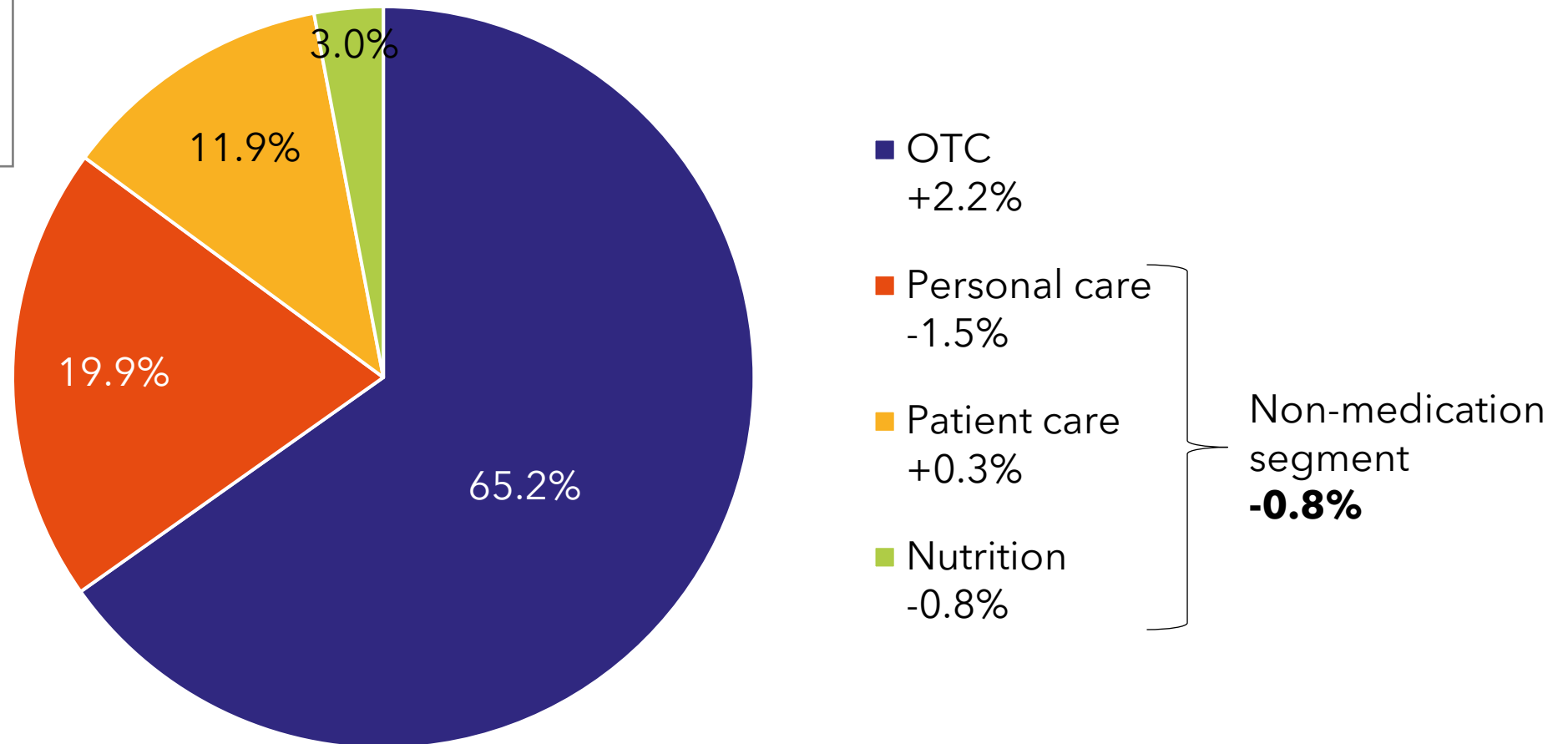
Swiss pharmaceutical market December 2024



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 - Swiss pharmaceutical market December 2024

Consumer healthcare market December 2024

Total market
 CHF 2,803.2 million
+1.1%



Source: IQVIA PharmaTrend for pharmacies and drugstores in Switzerland, streetprices
 © IQVIA - Consumer Health market December 2024

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