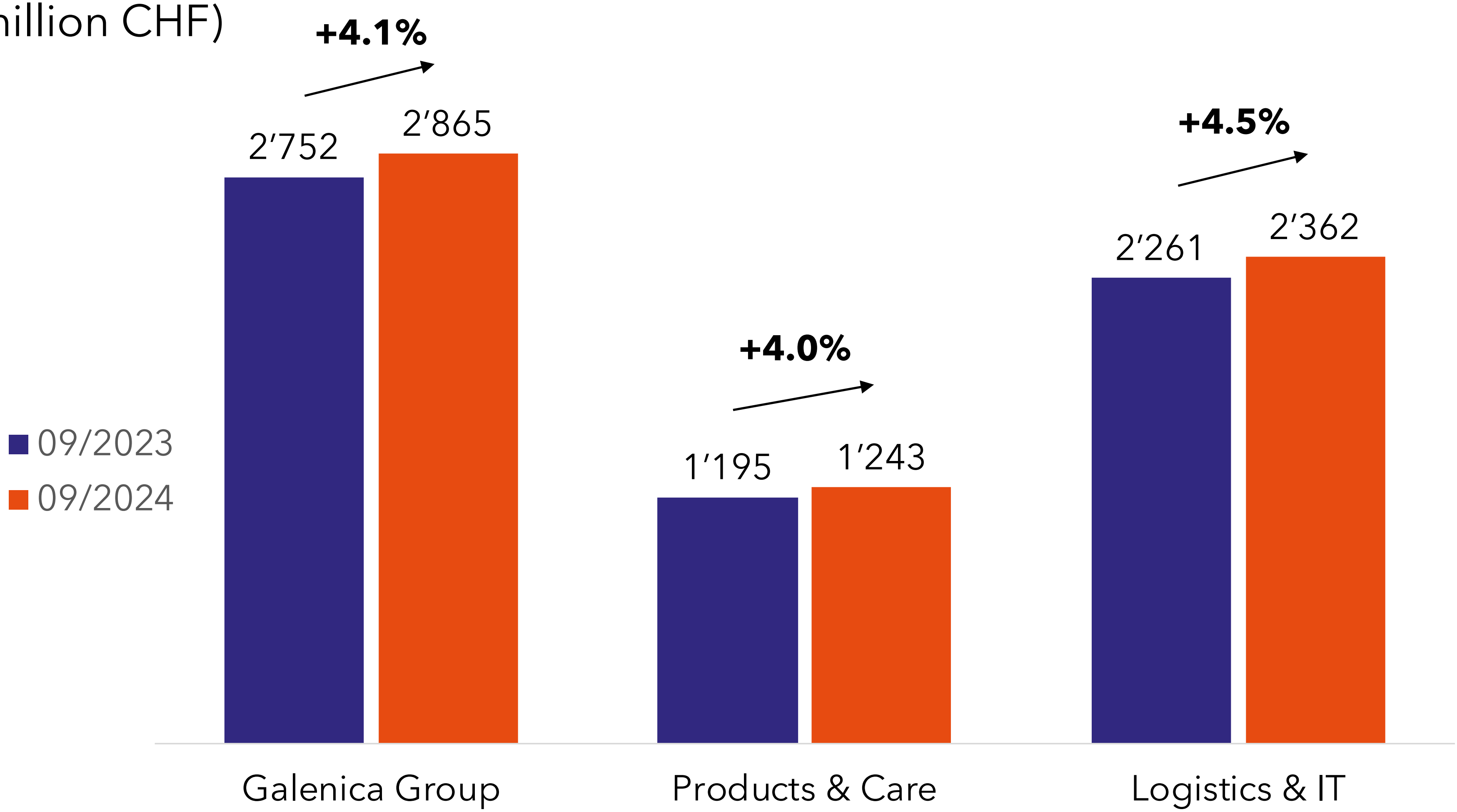
Galenica Business Update

ZKB Swiss Equity Conference, 6th November 2024

Galenica Group

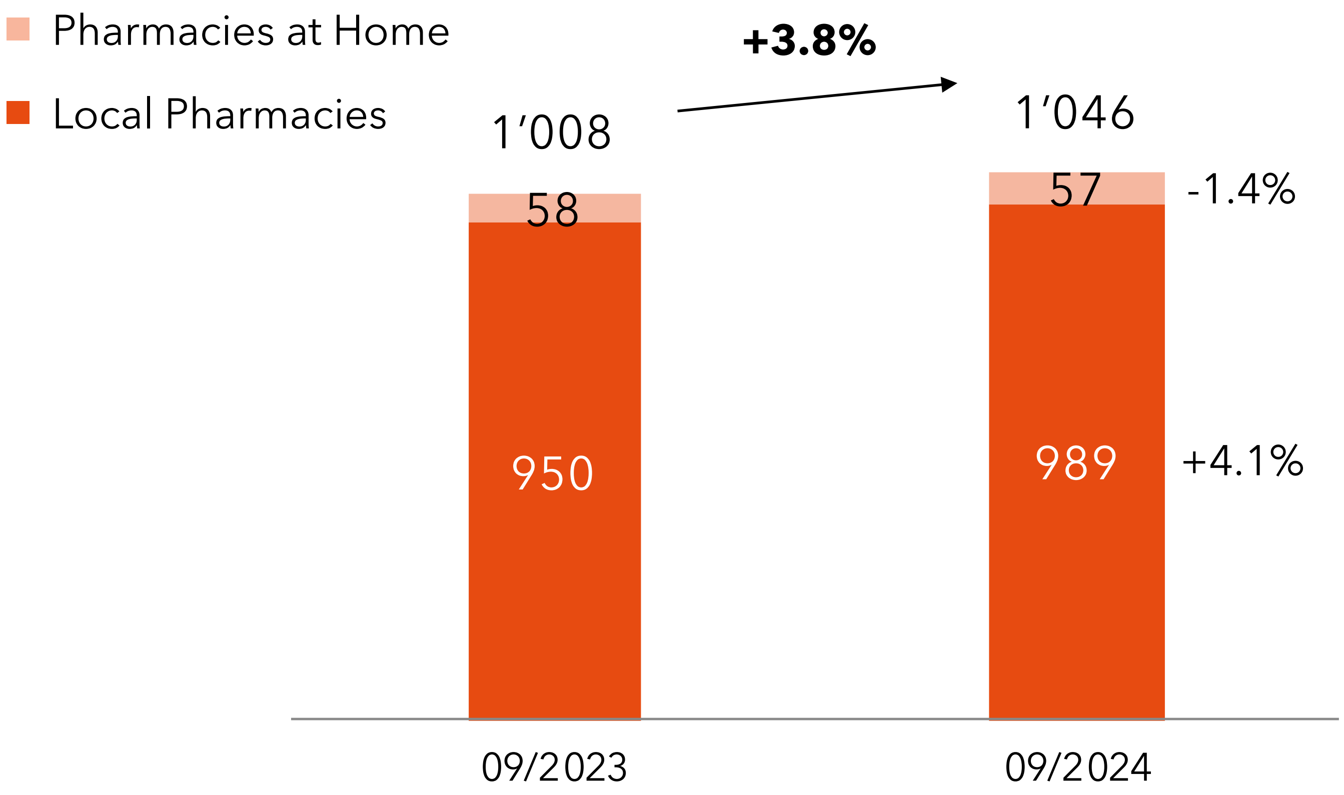
Pleasing sales growth in the first 9 months of 2024

Net sales (in million CHF)



Retail B2C
Pleasing organic sales growth

Net sales (in million CHF)



Portfolio of local pharmacies expanded by 9 locations: expansion impact[1] of **+1.5%**

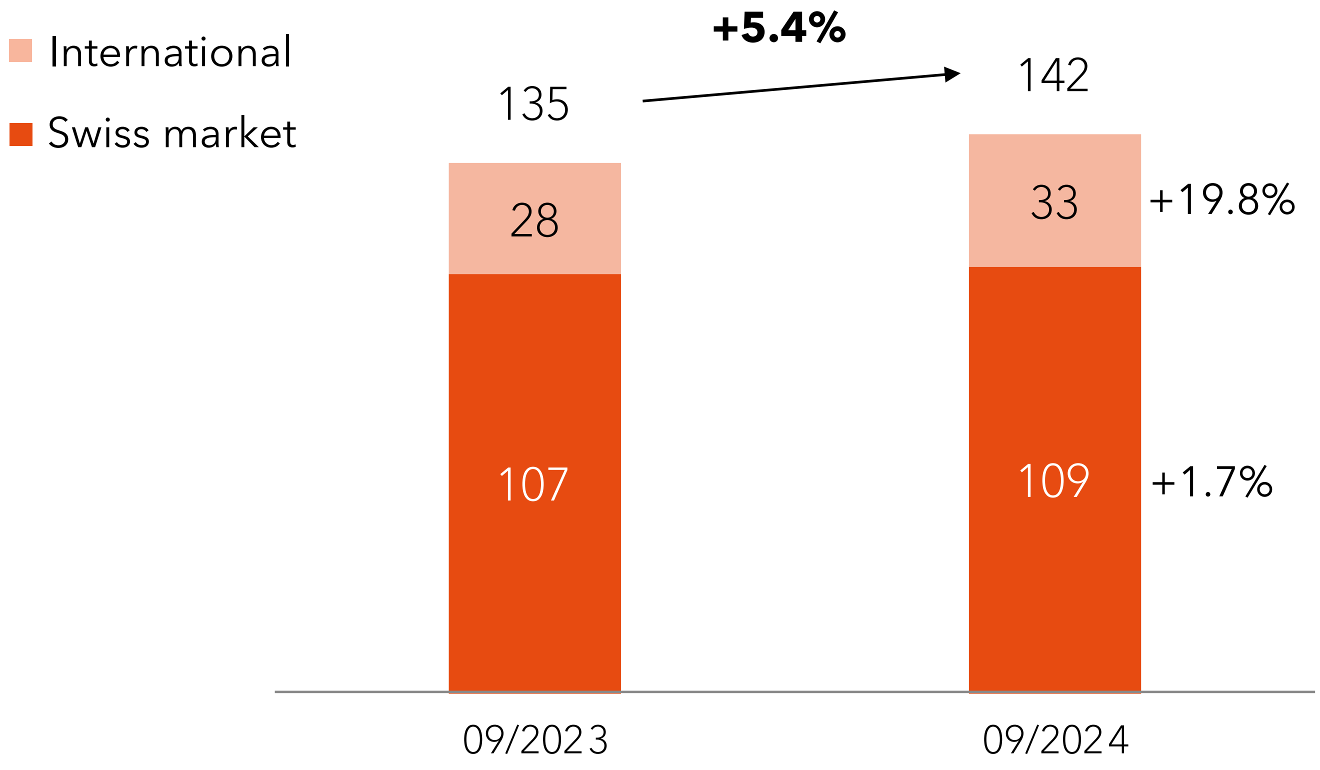
AMAVITA SUN STORE

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)



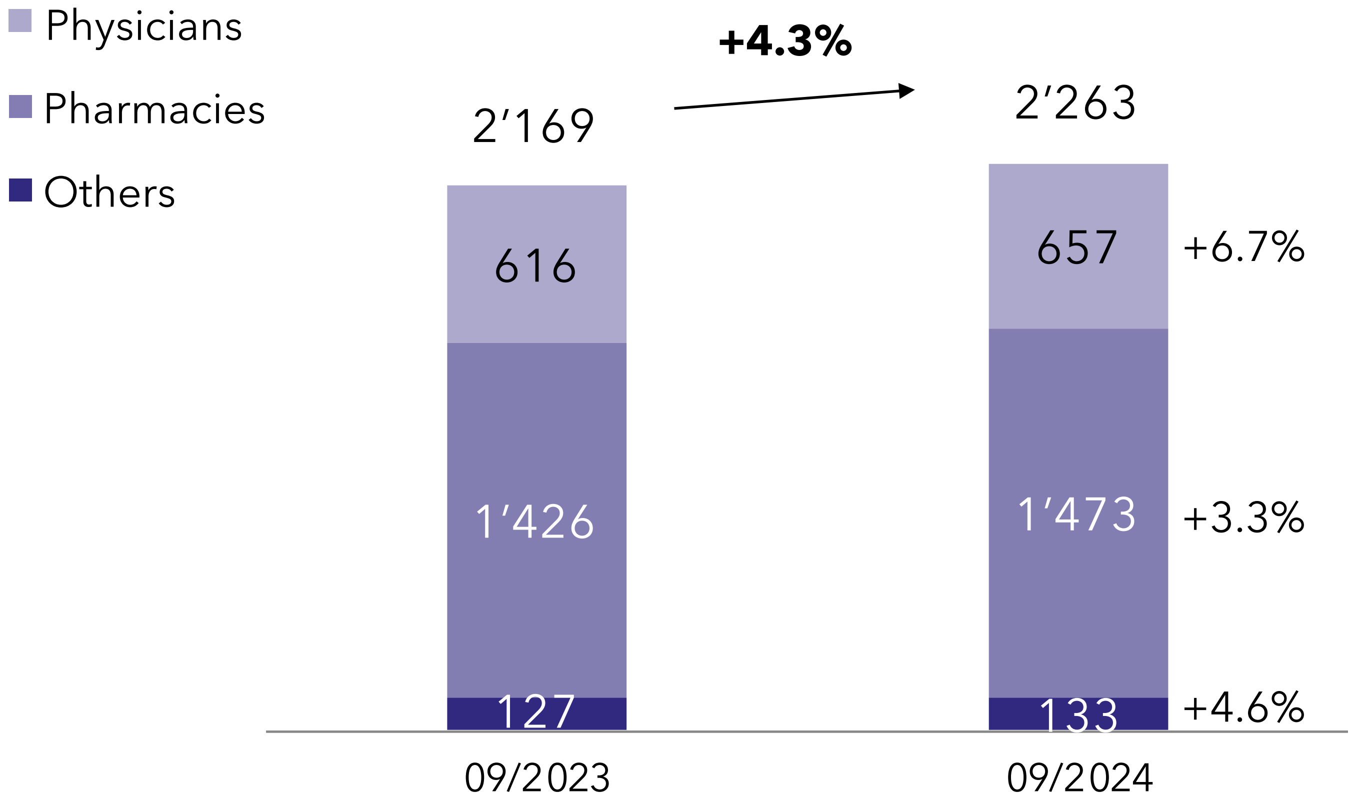
International:
- Organic growth of **+17.8%**[1]

Swiss market:
- Organic growth of **+1.0%**[1]
- Growth of market sales CH[2] **+5.6%**
- Market share[2] 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)

Wholesale
Further market share gains

Net sales (in million CHF)



Market share gains both in physicians and pharmacies segments

Swiss pharmaceutical market 09/2024

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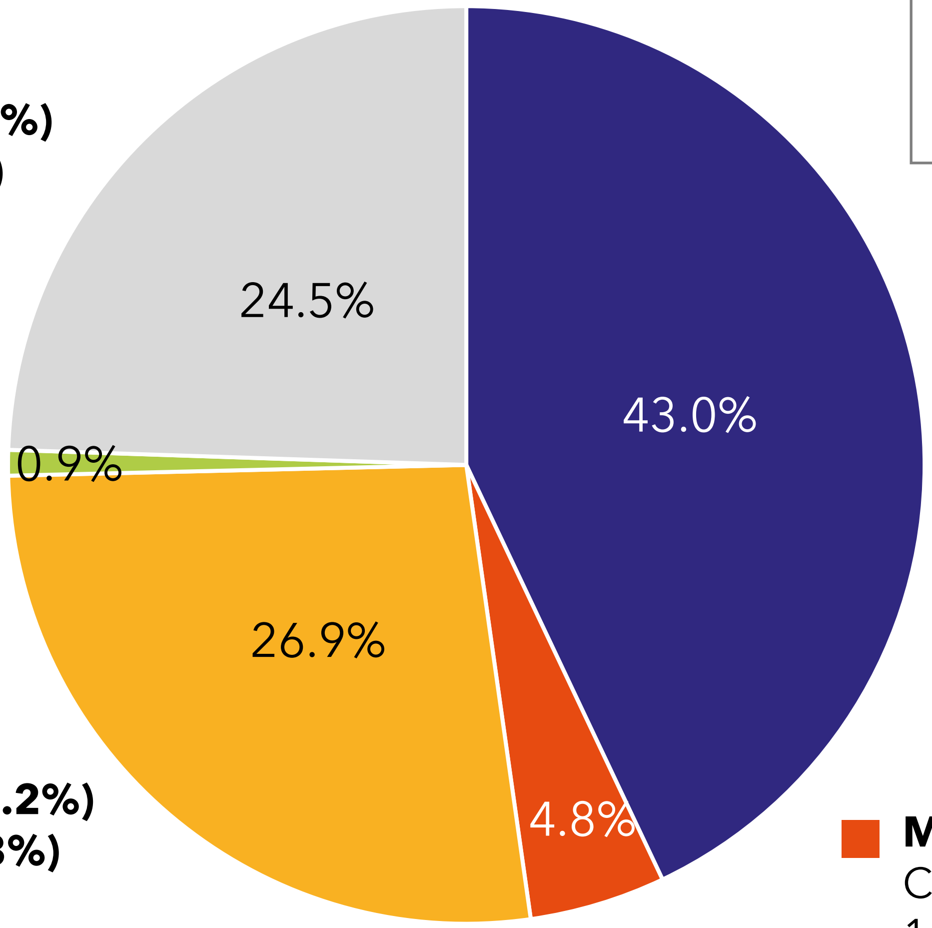
Total market growth
CHF 5,647.3 million **(+2.9%)**
148.0 million packs **(+0.6%)**

Allocation by value (ex-factory price)



Hospitals
CHF 1,383.7 million **(+1.7%)**
11.8 million packs **(-1.5%)**

Drugstores
CHF 48.2 million **(-0.5%)**
4.6 million packs **(-2.5%)**

Physicians
CHF 1,520.1 million **(+5.2%)**
33.6 million packs **(+3.3%)**

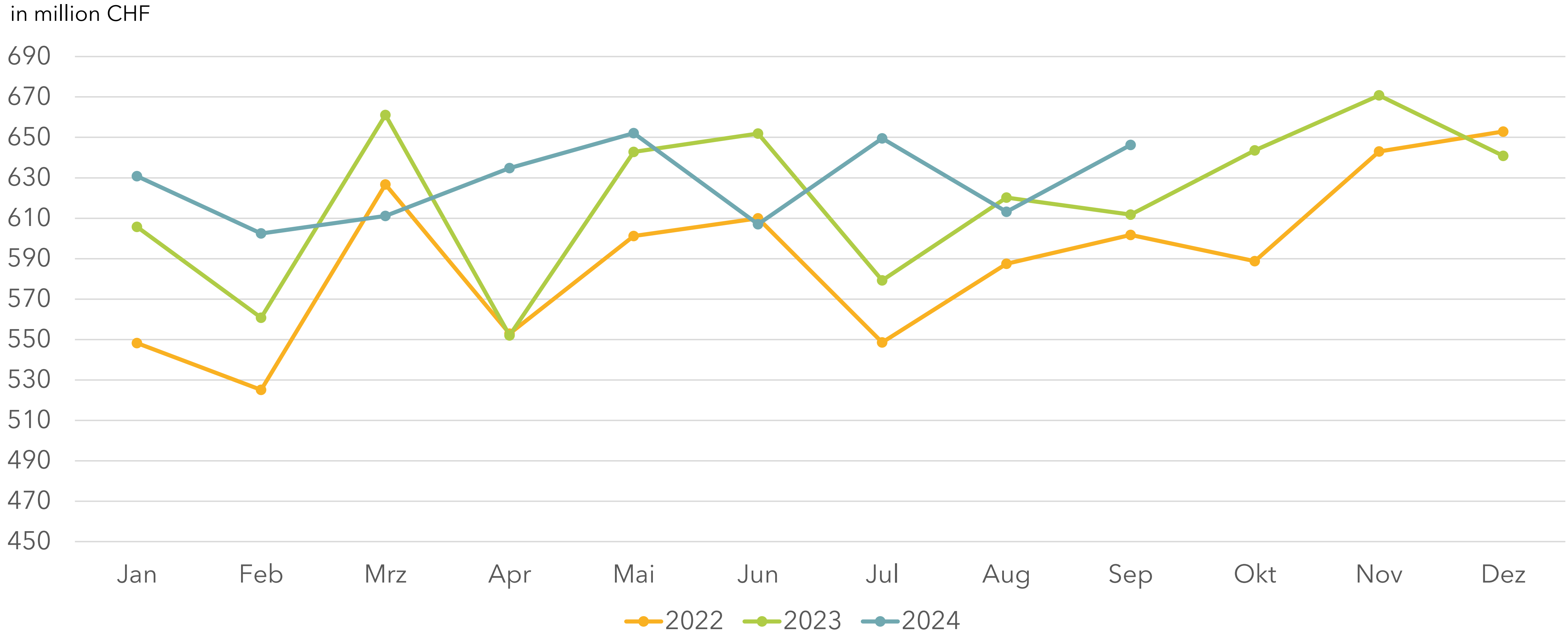
Local Pharmacies
CHF 2,426.1 million **(+3.0%)**
96.6 million packs **(+0.1%)**

Mail-order Pharmacies
CHF 269.3 million **(-2.8%)**
1.4 million packs **(-3.5%)**

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

Swiss pharmaceutical market

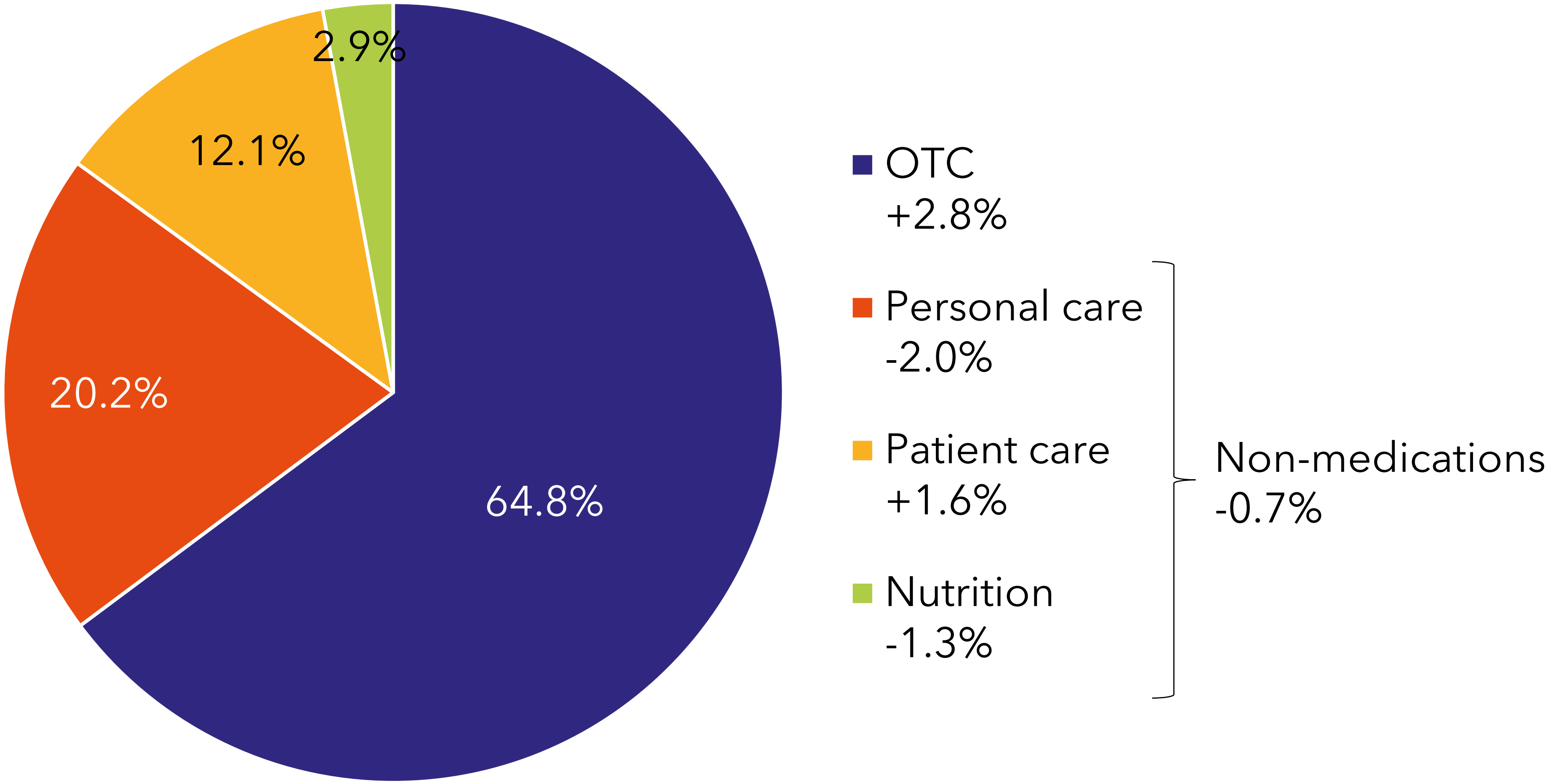
Solid growth in nine first months of 2024



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

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