

Galenica Group

Octavian Seminar 2021

Felix Burkhard, CFO
15 January 2021

A photograph of a smiling woman with brown hair carrying a young girl with red pigtails on her back. They are outdoors with green foliage in the background.

Galenica - the first choice for health, beauty and wellbeing

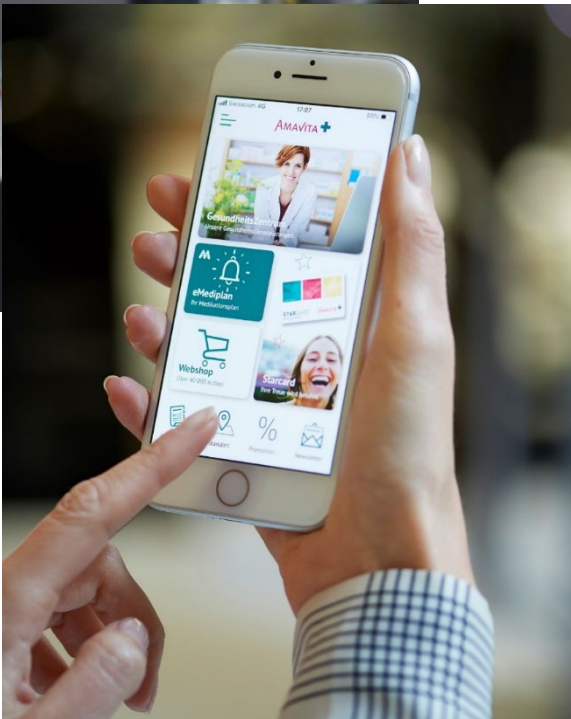
Covid-19

Exceptional year 2020



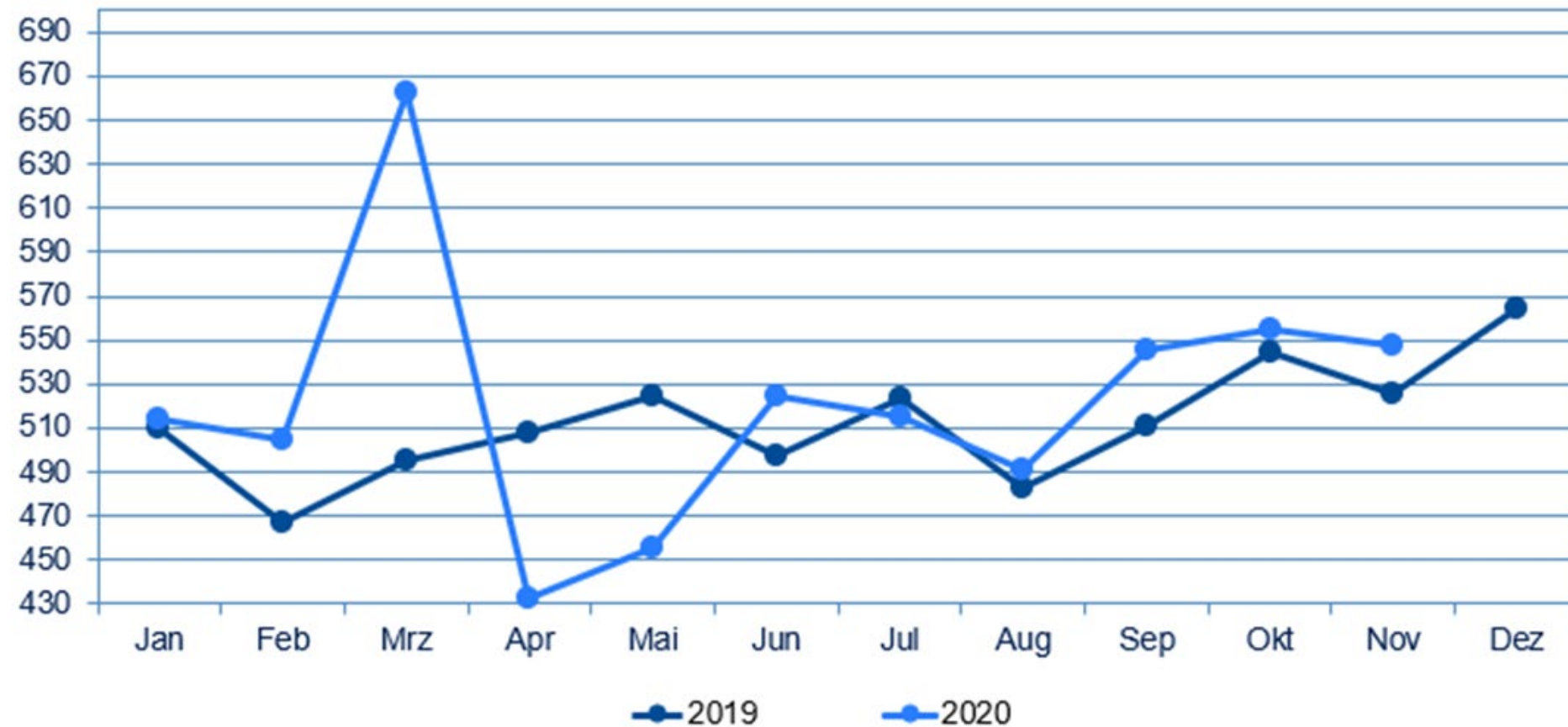
Covid-19

Exceptional year 2020



Swiss pharmaceutical market monthly development

Value (ex-factory) YTD November 2020: CHF 5'750.1 million
CHF +160.1 million / **+2.9%**



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

Guidance 2020

- **Galenica Group net sales +2% to +5%**
- **EBIT (excluding the effects of IAS19 & IFRS16) approximately on prior year level**
- **Dividend for 2020 at least at prior year level**

Pharmacies Expansion



Unterort 39, 8400 Winterthur

Deutsch

Startseite

Ratgeber

Versand

Über uns

Service vor Ort

Mein Konto

Anmelden

Suche

Suchen

Gesundheit & Ernährung
6246 Produkte

Haushalt & Familie
4160 Produkte

Körperpflege & Kosmetik
11243 Produkte

Technik & Geräte
693 Produkte

Wunden- & Krankenpflege
8426 Produkte

Arzneimittel
16441 Produkte

Momentan reduziert
849 Produkte

Suche nach

Auch nicht liefern

Gesundheits-Tipps

Beauty-Tipps

Arzneipflanzen-Lexikon

Geschenkk Ideen

Wichtige Anlaufstellen

Produkte 1-30 von 180

7.5ml 18 Beutel 7.5ml

CHF 13.95

✓ Innerhalb von 24 Stunden versandbereit

Kann nur abgeholt oder gegen Rezept versendet werden

Algifor Dolo Forte Suspension 400mg/10ml 10 Beutel 10ml

CHF 18.95

✓ Innerhalb von 24 Stunden versandbereit

Kann nur abgeholt oder gegen Rezept versendet werden

Algifor Junior Suspension 100mg/5ml Neu 200ml

CHF 9.80

✓ Innerhalb von 24 Stunden versandbereit

Nur gegen Rezept erhältlich

Algifor Dolo Junior Suspension 100mg/5ml 200ml

CHF 12.60

✓ Innerhalb von 24 Stunden versandbereit

Kann nur abgeholt oder gegen Rezept versendet werden

Algifor L 200mg 20 Filmtabletten

CHF 11.95

✓ Innerhalb von 24 Stunden versandbereit

Kann nur abgeholt oder gegen Rezept versendet werden

Algifor-I Granulat 200mg (neu) Beutel 20 Stück

CHF 13.35

✓ Innerhalb von 24 Stunden versandbereit

Kann nur abgeholt oder gegen Rezept versendet werden

Einkaufswagen

Sie können mit Rechnung, Visa, Mastercard, Postfinance, Paypal oder Überweisung bezahlen. Ab CHF 100 versandkostenfrei!

Geprüfter Versandhandel

Unsere Online Apotheke wurde von der Heilmittelkontrolle überprüft und besitzt eine Bewilligung für den Versandhandel.

Kundenerfahrungen

Finden Sie heraus, wie unsere Kunden uns bewerten und was sie schreiben.

Online Pharmacy Expansion



Jetzt Ihre Medikamente bequem liefern lassen. Entdecken Sie Ihre Online-Apotheke Amavita.

AMAVITA 
meine Apotheke



**Jetzt Ihre
Medikamente
bequem liefern
lassen.**

**Entdecken Sie Ihre Online-
Apotheke Coop Vitality.**

Für mehr Komfort.

coop
Für mich und dich. **vitality** 



Product Portfolio Expansion

Institut
AllergoSan



Product Portfolio Expansion

Acquisition of the Hedoga Group on 1 July 2020



Efficiency

Further progress with IT and logistics projects

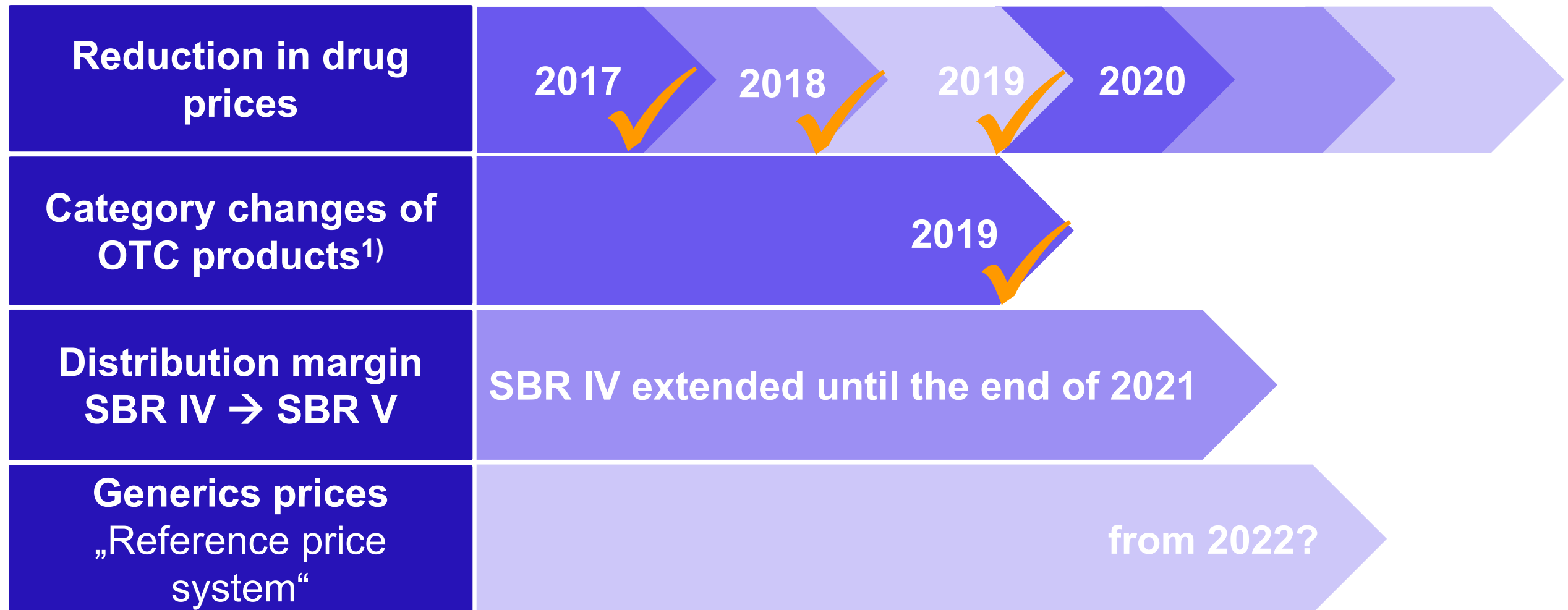
- New ERP system at Alloga and Galexis
- Modernisation of Galexis distribution centre in Lausanne-Ecublens



Regulatory and political environment

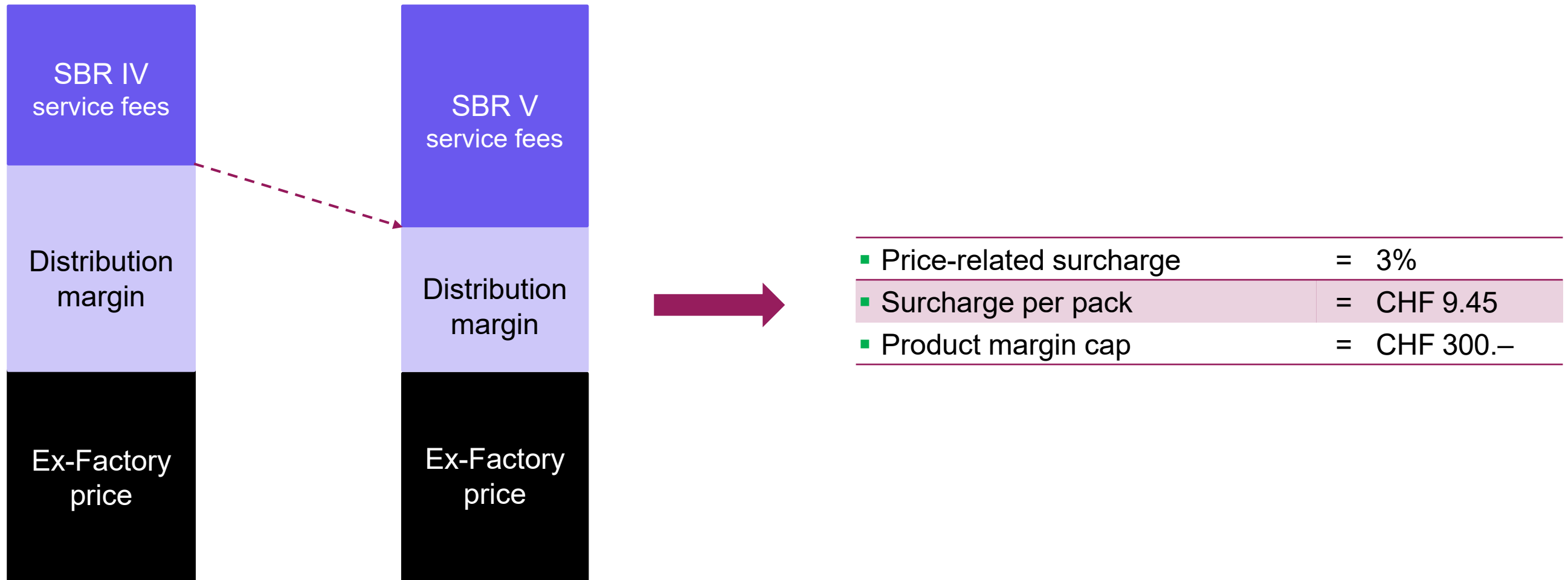


Authorities: measures and projects

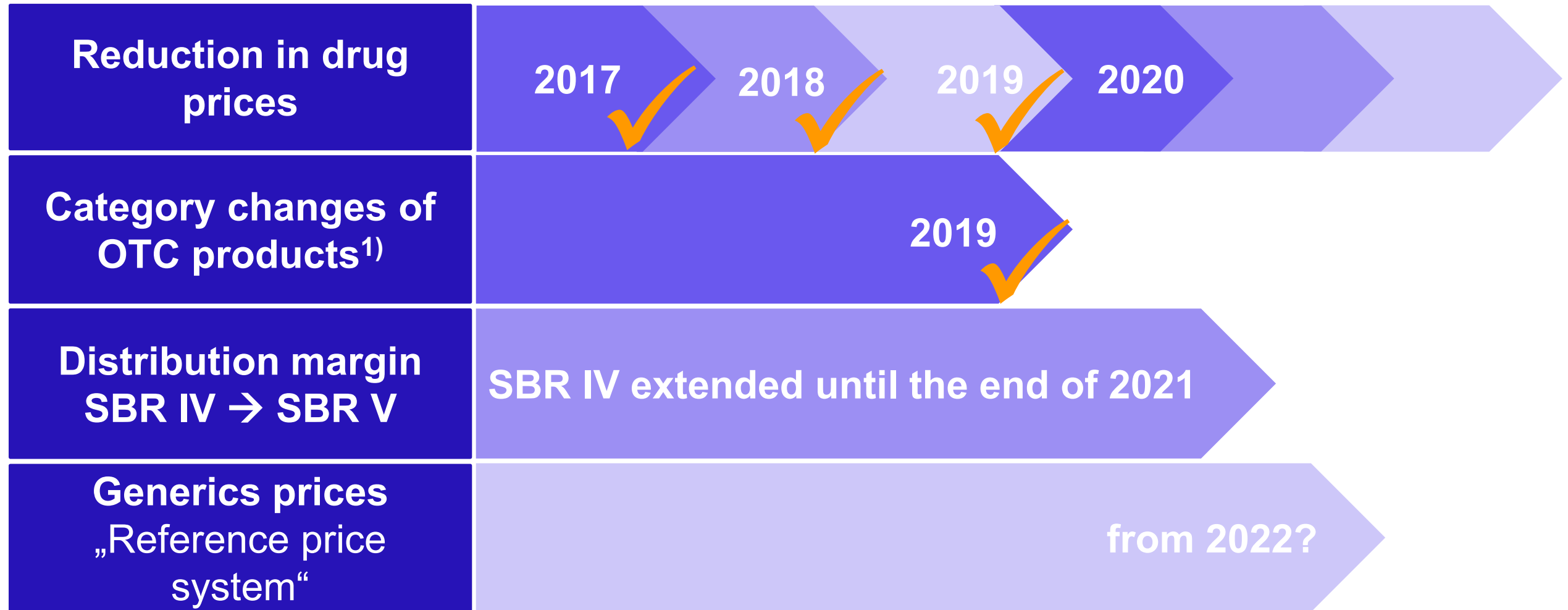


¹⁾ Swissmedic categories C, D

Proposal of new SBR V contract and distribution margin model



Authorities: measures and projects



¹⁾ Swissmedic categories C, D

Leadership handover on 1st April 2020

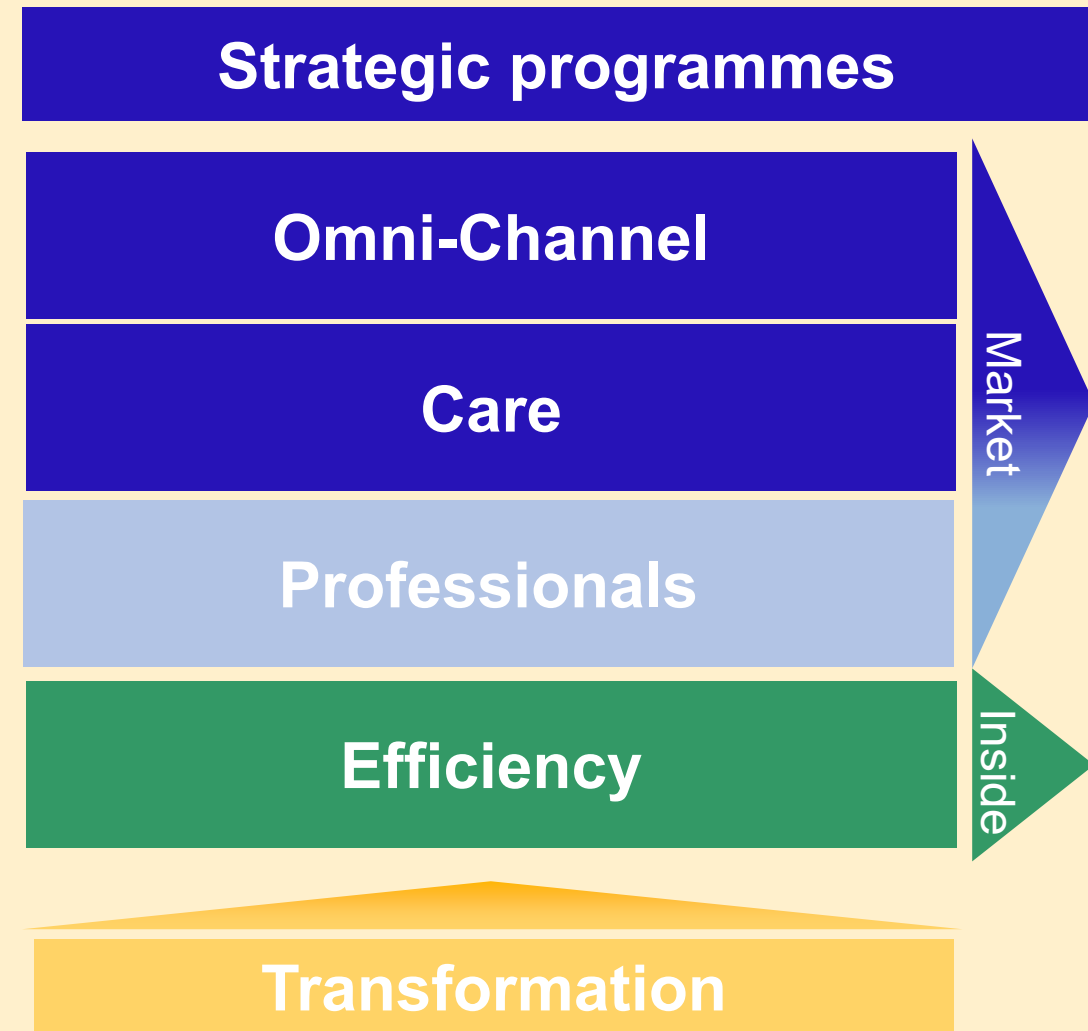
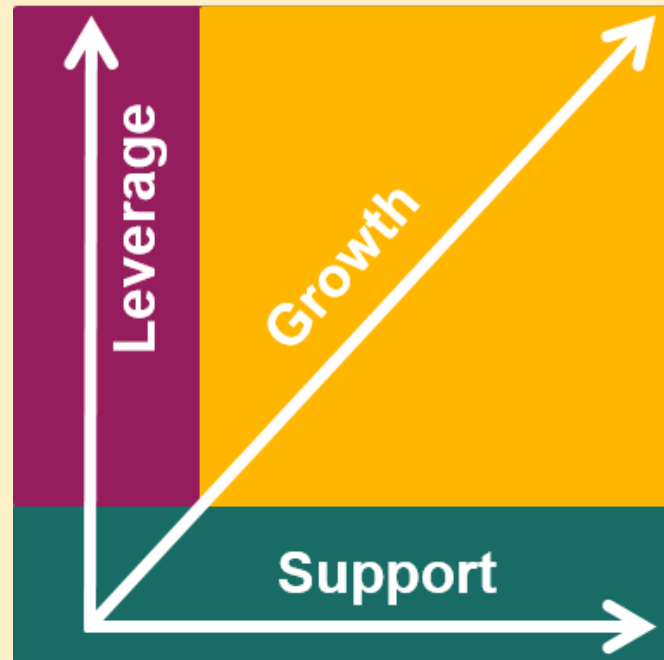
Marc Werner,
CEO Galenica
Group as of
1st April 2020



**Jean-Claude
Cléménçon,**
retired after more
than 20 years of
commitment at
Galenica

Strategic Programmes

→ Implement strategy with focus and speed



Focus of the Strategic Programmes

Omni-Channel:

Offer customers the best experience on all channels, anytime, anywhere.

Care:

Strengthen the role of pharmacies with healthcare offers and partnerships.

Professionals:

Strong partner for all stakeholders in the healthcare sector.

Efficiency:

Secure earnings, release funds for investments.

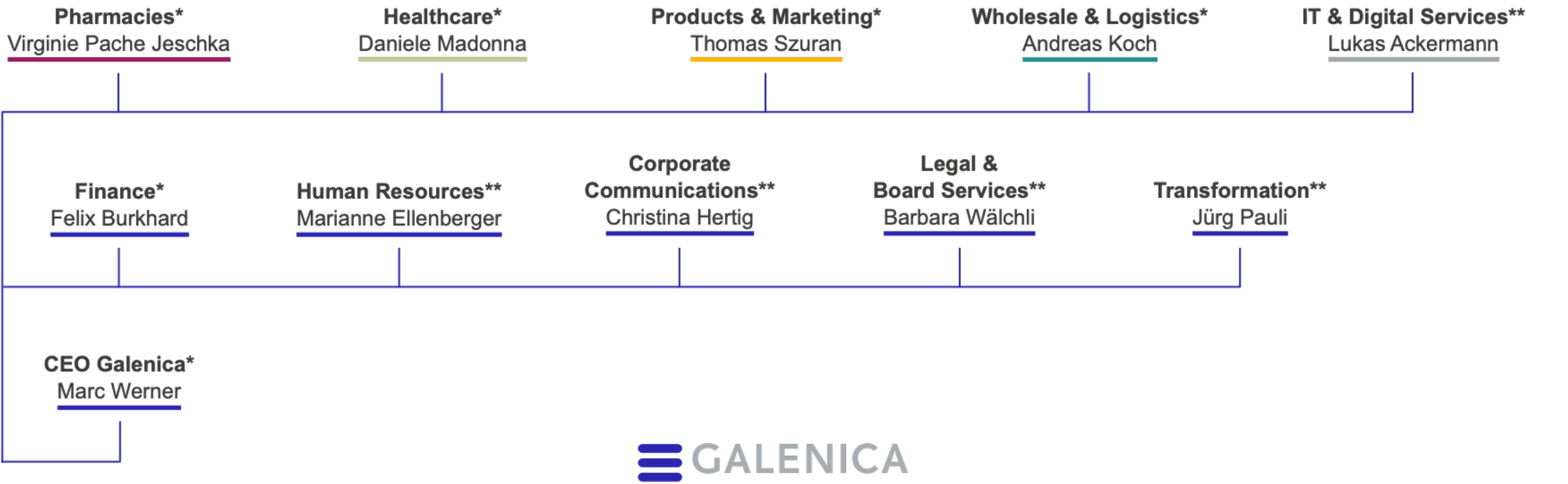
Transformation:

Implement strategy powerfully, effectively, quickly and successfully.

Market

Inside

Management structure Galenica Group as of 1st January 2021



* Executive Committee
 ** extended Executive Committee
 1) Joint venture with Coop

Priorities 2021

Omni-Channel	<ul style="list-style-type: none"> – Expansion of product portfolio and pharmacy network – Optimisation of online offering and integration in offline world
Care	<ul style="list-style-type: none"> – Development of healthcare services and partnerships
Professionals	<ul style="list-style-type: none"> – Expansion and optimisation of services for business partners
Efficiency	<ul style="list-style-type: none"> – Advance construction work in Lausanne-Ecublens – and implementation of new ERP System
Transformation	<ul style="list-style-type: none"> – Bring the new organisation to life

Questions & Answers



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