

# **Joint Venture.**

# **GALENICA & SHOP APOTHEKE EUROPE.**

## Media & Analysts' Conference.

Zurich, 30 March 2023.

# Agenda. Who is here today.

## **Introduction.**

Stefan Feltens, CEO SHOP APOTHEKE EUROPE.

## **Presentation of GALENICA.**

Marc Werner, CEO GALENICA.

## **Presentation of SHOP APOTHEKE EUROPE.**

Stefan Feltens, CEO SHOP APOTHEKE EUROPE.

## **Presentation of Mediservice.**

André Lüscher, CEO Mediservice.

## **Financial Details.**

Felix Burkhard, CFO GALENICA,  
Jasper Eenhorst, CFO SHOP APOTHEKE EUROPE.

## **Q&A.**



## **Introduction.**

Stefan Feltens, CEO SHOP APOTHEKE EUROPE.

# The Strategic Partnership.

Presentation of the Joint Venture between GALENICA and SHOP APOTHEKE EUROPE  
**to create the leading online pharmacy in Switzerland**  
with sales approaching half a billion Swiss francs / euros:

## A real B2C powerhouse.

- **Combining the business activities** of Mediservice and shop-apotheke.ch in one company.
- **Mediservice** as the leading specialty pharmacy in Switzerland focusing on the **mail-order of prescription drugs as well as on complex diseases.**
- SHOP APOTHEKE EUROPE as the leading online pharmacy in Europe operating a **rapidly growing health platform** in Switzerland with **shop-apotheke.ch.**



# The Benefits.

Mediservice and shop-apotheke.ch complement each other very well resulting in **a more comprehensive range of products** and **services that guarantee an even better customer experience.**

- Merging of Mediservice's **specialty pharmacy expertise** with SHOP APOTHEKE's **e-commerce proficiency.**
- Reciprocal access to both parties' product assortments and customer propositions.
- Availability of Mediservice's specialty pharmacy services to SHOP APOTHEKE EUROPE's broad base of Swiss customers.

# The Assignment.

- Mediservice to take over the business activities of shop-apotheke.ch.
- SHOP APOTHEKE EUROPE to hold 51% and GALENICA 49% of the joint venture.
- GALENICA will receive an 8% stake in SHOP APOTHEKE EUROPE as part of a capital increase to finance the transaction.



**Presentation of GALENICA.**  
Marc Werner, CEO GALENICA.

# Improving the Customer Experience at All Levels.

- We have reached a **milestone** in our **Omni-Channel** strategy!
- We are **further improving the customer experience** and will meet the different needs of customers and patients even better in the future!
- We **create added value** - in the Swiss healthcare market and for our companies, for our customers and partners, for our employees and shareholders.  
**Sustainable!**



# The Galenica Network: The Strongest and Leading Partners in the Swiss Healthcare Market.



# Galenica in Figures.



- Leading healthcare provider in Switzerland.
- Net sales of **CHF 4 billion** and over **CHF 200 million** adjusted EBIT.
- Employees **> 7,600**.
- Share price development since IPO (2017): **+76%**.



# Switzerland's Leading Fully-Integrated Healthcare Provider.

Strongest network of pharmacies in Switzerland with over **500 pharmacies.**



Wide range of **services for patients in the pharmacy or at home** and professional service providers.

**Well-known own brands and products** as well as exclusive licensed products from business partners.



**Leading provider of logistics and IT Services** in the healthcare sector.

# 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.

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## Values

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

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## Customer Promise

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

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## Strategic programmes





- Milestone in the **Omni-Channel** strategy.
- **Strong partners** who complement each other ideally.
- The **leading pure online pharmacy** in Switzerland.
- Our **customers** benefit.
- Our **companies, employees and shareholder** benefit.
- Rapid, strong and profitable **growth**.







- **Milestone** in Omni-Channel strategy.
- Improved **customer experience**.
- Added value. **Sustainable!**



**Presentation of SHOP APOTHEKE EUROPE.**  
Stefan Feltens, CEO SHOP APOTHEKE EUROPE.



**SHOP APOTHEKE EUROPE TODAY.**

# Leading Positions in Europe.

- Undisputed market leader In **Belgium**.
- Undisputed market leader In **Austria**.
- Largest and most visited pharmacy webshop In **Germany**.

**JOINT VENTURE WITH GALENICA TO BECOME  
THE LEADING ONLINE PHARMACY IN SWITZERLAND.**







SHOP APOTHEKE EUROPE:

# Europe's One-Stop Pharmacy of the Future.

Combining OTC, BPC & Rx offerings.

Leadership position in Europe.

7 countries.

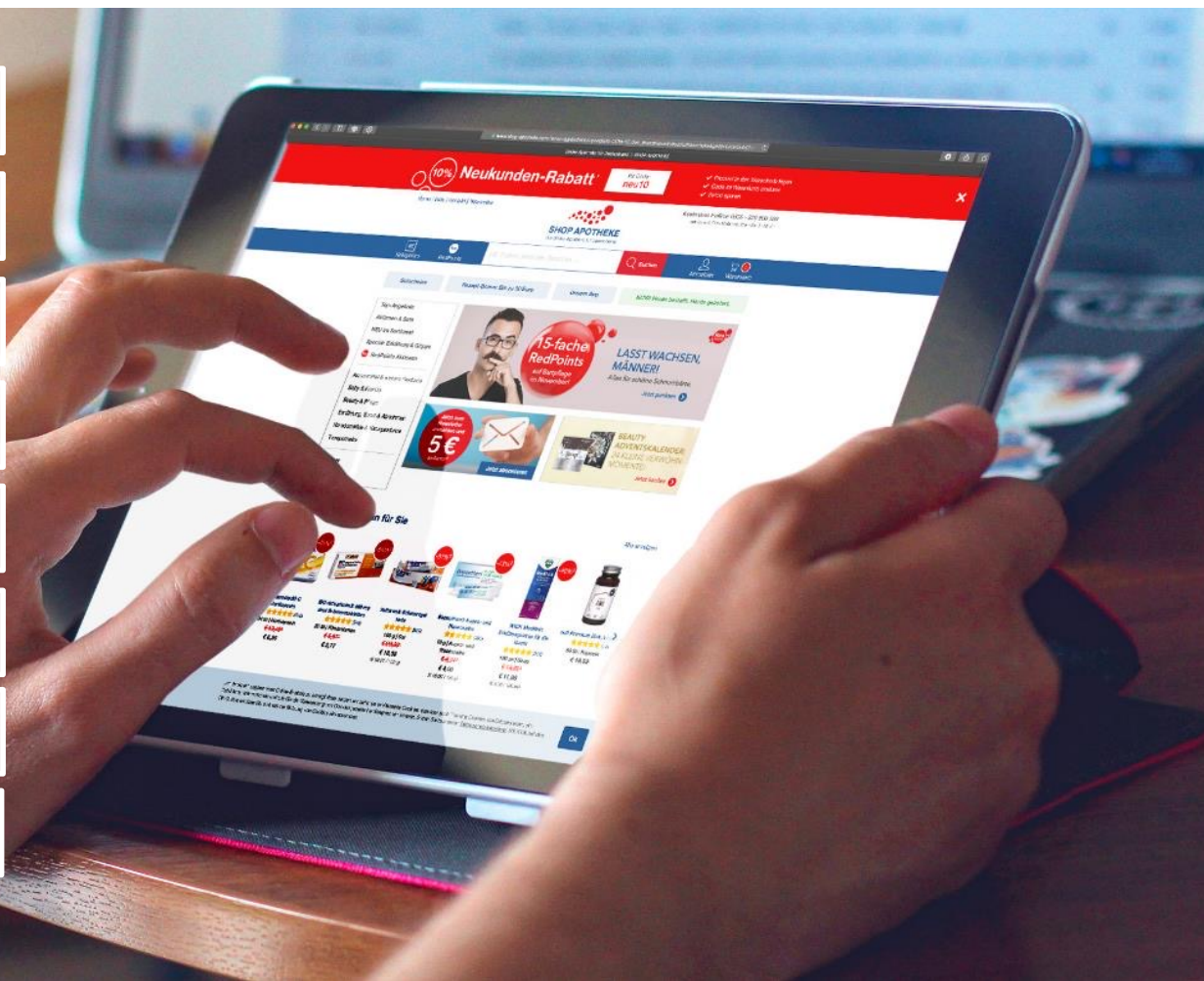
Approaching 10 million active customers.

Continuously strong NPS of 72.

More than 2,000 employees.

Sales of 1,2 billion € in 2022.

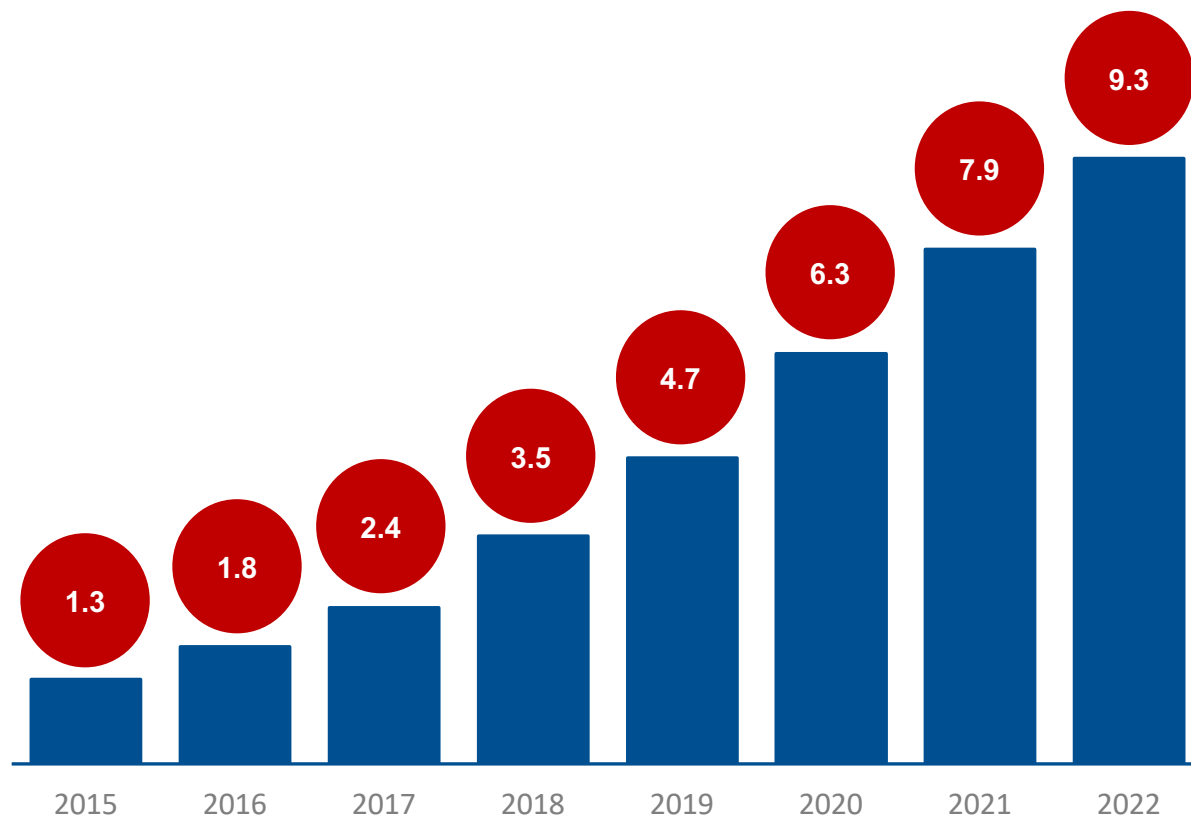
Share price development since IPO '16: +152%.





Active Customers (millions).

## More Customers, Higher Market Shares.







**Our Mission.**  
We enable  
everyone  
to **live the  
healthiest life**  
possible.

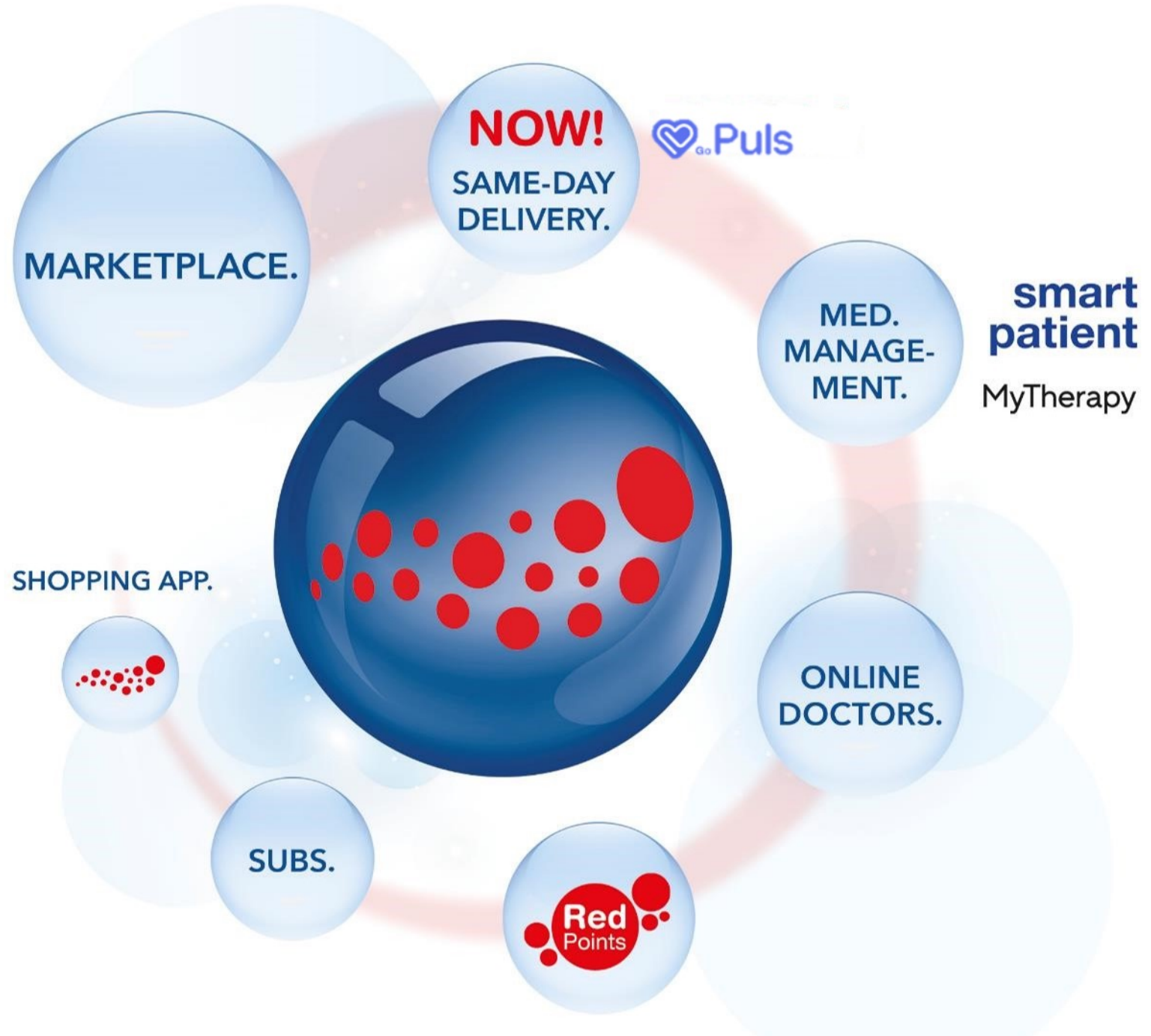


FROM A PURE ONLINE RETAILER ...



... TO EUROPE'S LEADING CUSTOMER-CENTRIC E-PHARMACY PLATFORM.







**1.5 °C**

SHOP APOTHEKE EUROPE N.V.  
**Paris-aligned Target**

2020-2100 XDC V3.0 Exp: 02/2024  
XDC-ID 9874-2021-1442  
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**COMMITTED TO  
1.5 DEGREES.**

# Commitment to Net-Zero by 2040.

- Reduction of scope 1 and 2 carbon emissions of 80% achieved three years ahead of plan.
- MSCI ESG rating AAA.

**MSCI**  
ESG RATINGS

**AAA**

CCC	B	BB	BBB	A	AA	<b>AAA</b>
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**Presentation of Mediservice.**  
André Lüscher, CEO Mediservice.

# The Leading Specialty Pharmacy in Switzerland.

## MEDI SERVICE



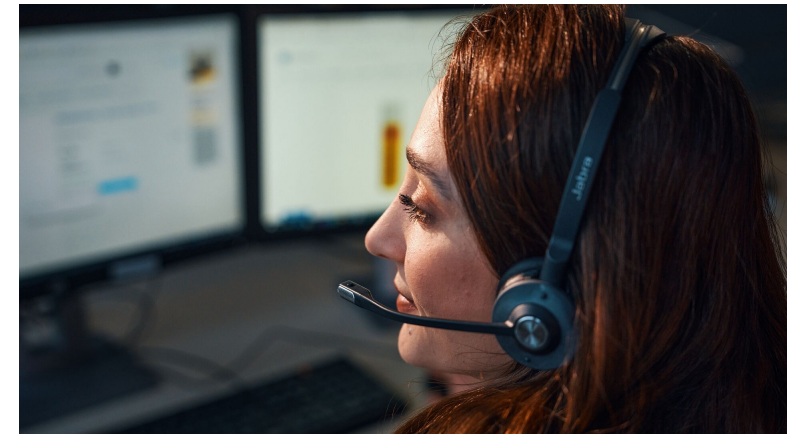
### Pharma Care

direct to patient delivery  
of prescription drugs.



### Home Care

Patient support  
programmes at home.



### Distance Care

Telepharmacy Services.

# Mediservice: The Leading Mail-Order Pharmacy in Switzerland.

- **+12.9%** YoY sales growth in 2022 in the area of rare diseases.
- **700-1000** shippings a day.
- Over **60** specialty indications.



# Mediservice: We Care and Accompany Our Patients.



- Constantly expanding services, moving from a **highly specialised mail-order pharmacy** to a Distance Healthcare Provider for chronic diseases.
- Very **high customer satisfaction** score: 9.3/10 and high customer loyalty generating recurring sales.
- We care and accompany our patients, so they can **stay healthy@home!**

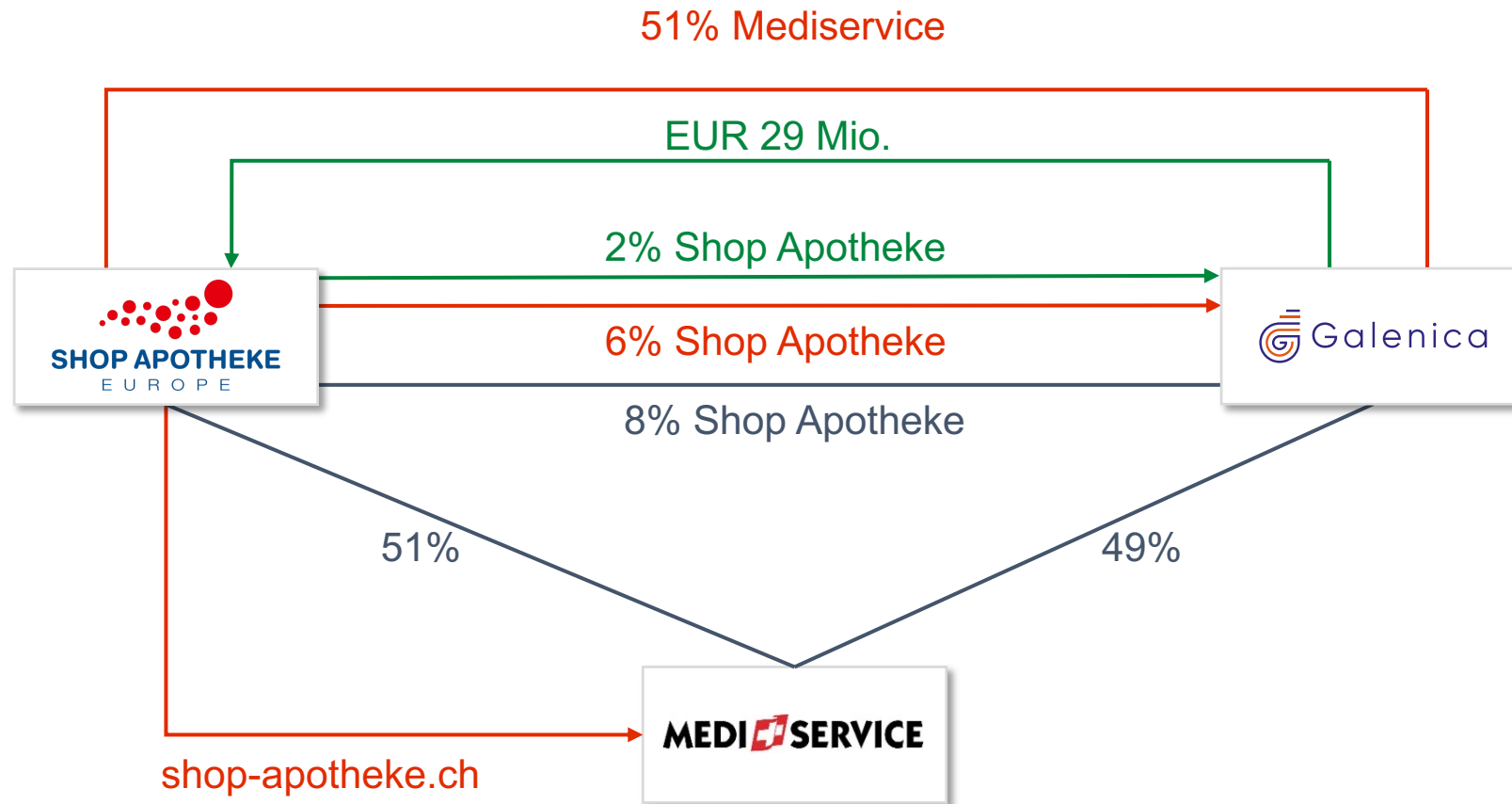


## **Financial Details.**

Felix Burkhard, CFO GALENICA.



# Transaction Structure.



Transfer shop-apotheke.ch to Mediservice, sale of 51% of Joint Venture against 6% of Shop Apotheke

Capital increase 2% with cash settlement

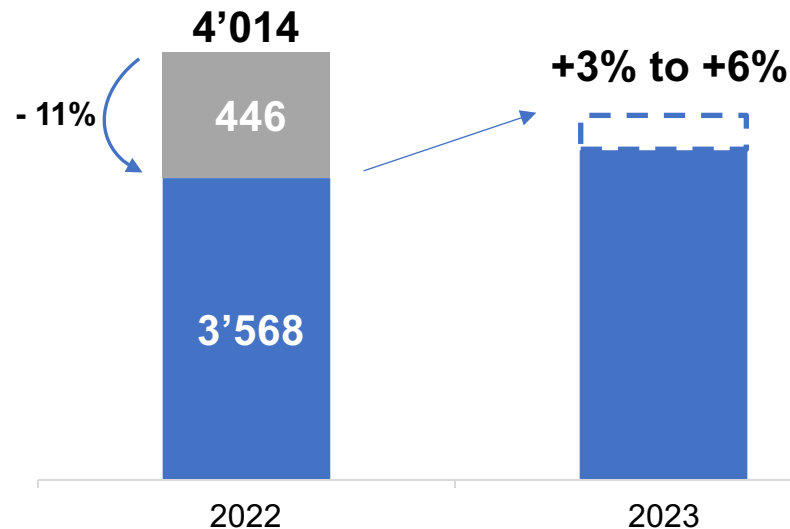
Target structure



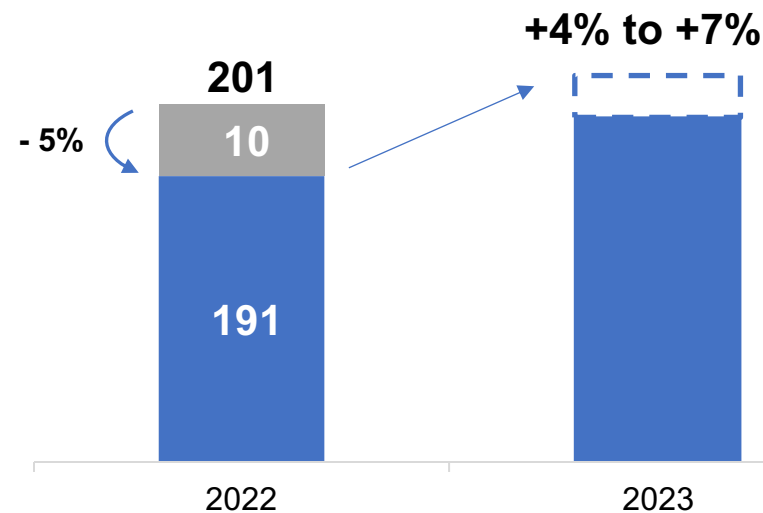


# Galenica: Updated Guidance.

## Revenue



## EBIT<sup>1)</sup>



<sup>1</sup> EBIT adjusted for IAS 19 and IFRS 16.

■ Continuing operations

■ Discontinued operations

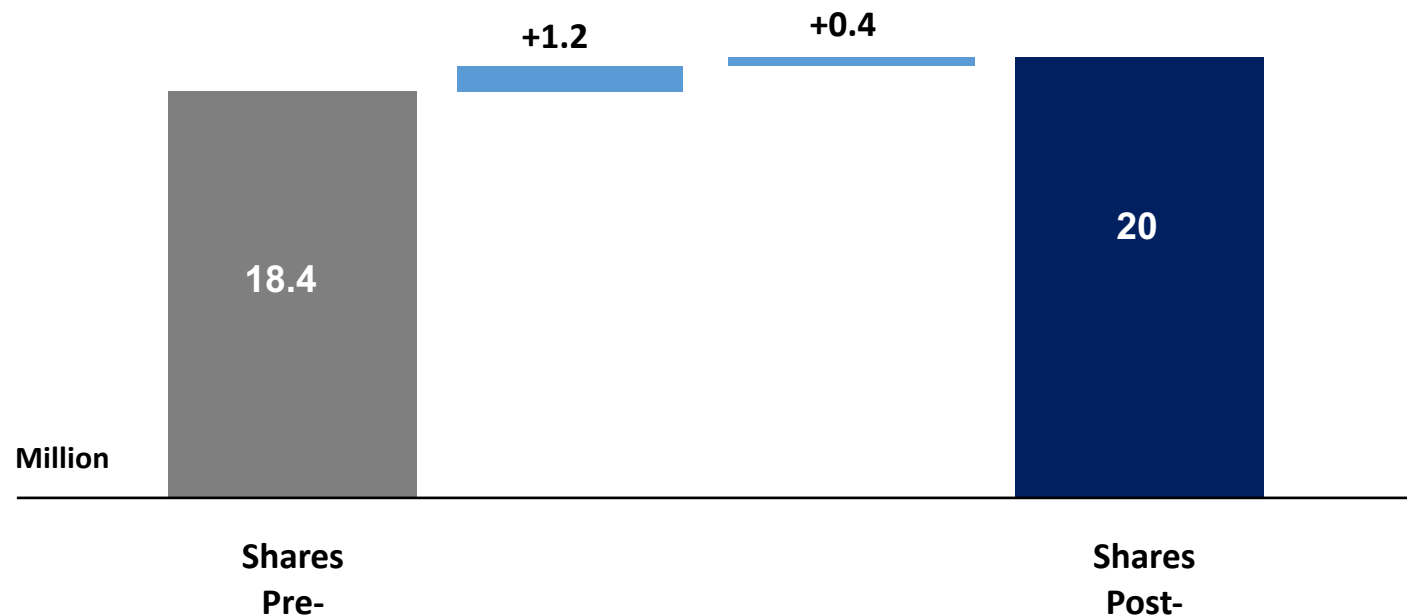
- P&L 2022 of Galenica will be restated, Mediservice will be deconsolidated and shown as discontinued operations.
- Future EBIT will include share of profit from the JV.
- **Based on restated P&L 2022, Galenica expects revenue to grow between +3% to +6% and EBIT<sup>1</sup> to grow between +4% to +7%.**



## **Financial Details.**

Jasper Eenhorst, CFO SHOP APOTHEKE EUROPE.

# Number of Shares at SHOP APOTHEKE EUROPE Pre- and Post-Transaction.



- SHOP APOTHEKE EUROPE new shareholder:



*8% of shares outstanding, post-transaction.*

# Financial Reporting

## at SHOP APOTHEKE EUROPE **Post-Transaction.**

- In accordance with IFRS10, full consolidation of Mediservice AG figures as of deal closing date.
- Current Mediservice business expected numbers for full year 2023: sales around CHF 450 million and EBITDA margin 2 to 3%. All sales are prescription medication (Rx) sales.
- E.g. if closing of transaction in May, in 2023 SHOP APOTHEKE EUROPE's sales will increase by EUR 270 –300 million and EBITDA by EUR 5 –10 million.
- One-off cash-in of EUR 29 million, for 0.4 million shares.

# Financial Guidance 2023

## of SHOP APOTHEKE EUROPE **Reconfirmed.**

**In Addition, Sales and EBITDA will Increase from the Transaction.**

Repeat of the outstanding guidance:

- 10% to 20% growth in non-Rx sales (mid-point 15%).
- Adj. EBITDA margin in the range of 0.5% to 2.5% (mid-point 1.5%).
- Free cash flow in the range of EUR -20 million to EUR 20 million (mid-point 0).
- Above guidance excludes a potential e-Rx surge during 2023 in Germany.
- Adj. EBITDA margin in mid- to longer term in excess of 8%.

Following the closing of the transaction, e.g. in case of closing in May:

- Net sales will increase by EUR 270 –300 million, all prescription (Rx) sales.
- Adj. EBITDA expected to increase by EUR 5 –10 million.
- We will reconfirm or provide additional guidance for this impact after the closing.



## **Conclusion.**

Stefan Feltens, CEO SHOP APOTHEKE EUROPE.

# Introducing the Leading Online Pharmacy in Switzerland.

- Based on a strategic partnership that creates **a real B2C powerhouse** in the swiss online pharmacy market.
- Combining two strong companies **with unsurpassed specialty pharmacy expertise and top-notch e-commerce proficiency.**
- Offering a **broader product choice** and **outstanding services** for customers and patients in Switzerland.
- **Appealing value proposition** of Mediservice for current shop-apotheke.ch customers.



# Q&A.

