

**We care -  
as market leader and always  
where the patient is!**

Daniele Madonna  
Chief Healthcare Officer

Galenica Investor Day 2023

PODCAST «HINTER DER SCHLAGZEILE»

## «Irgendwann ist das Gesundheitssystem nicht mehr finanzierbar»

Home > Gesellschaft > Hausärztemangel: Was sind die Folgen? Was bringt die Zukunft?

**Be+** ADIEU, HERR DOKTOR!

## Die Hausärzte gehen – was nun?

🕒 Leszeit: 10 Minuten

**Abo** Neue Geburtenzahlen

## Wo sind die Kinder geblieben?

# We care – at the pharmacy!

We are continuously expanding our consultation services in our pharmacies and position them as **the point of contact for health issues!**



# The point of contact for health prevention - e.g. vaccination

In **over 300** Galenica  
vaccination pharmacies



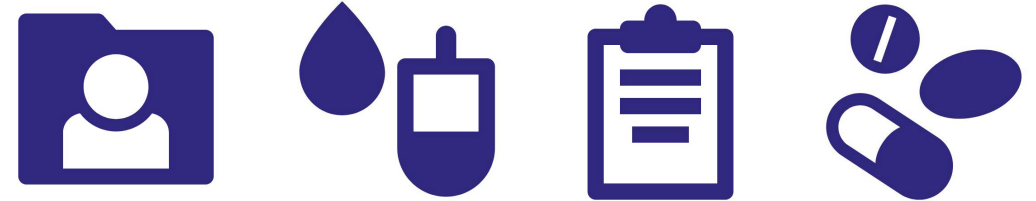


**More than 70,000  
charged consultations  
and service conversations  
in the first half of 2023.**

# Customer journey - on the example of a consultation for a urinary tract infection



## Solution in a few steps



## Added value for the patient



# Next Level - «Beratung PLUS»

## Discreet consultation in a separate room

Pilot project  
recently launched  
at **Amavita Kreuz  
Zollikofen**



# Cooperations - more and more health insurers are convinced

## Basic insurance models



## Supplementary insurance models

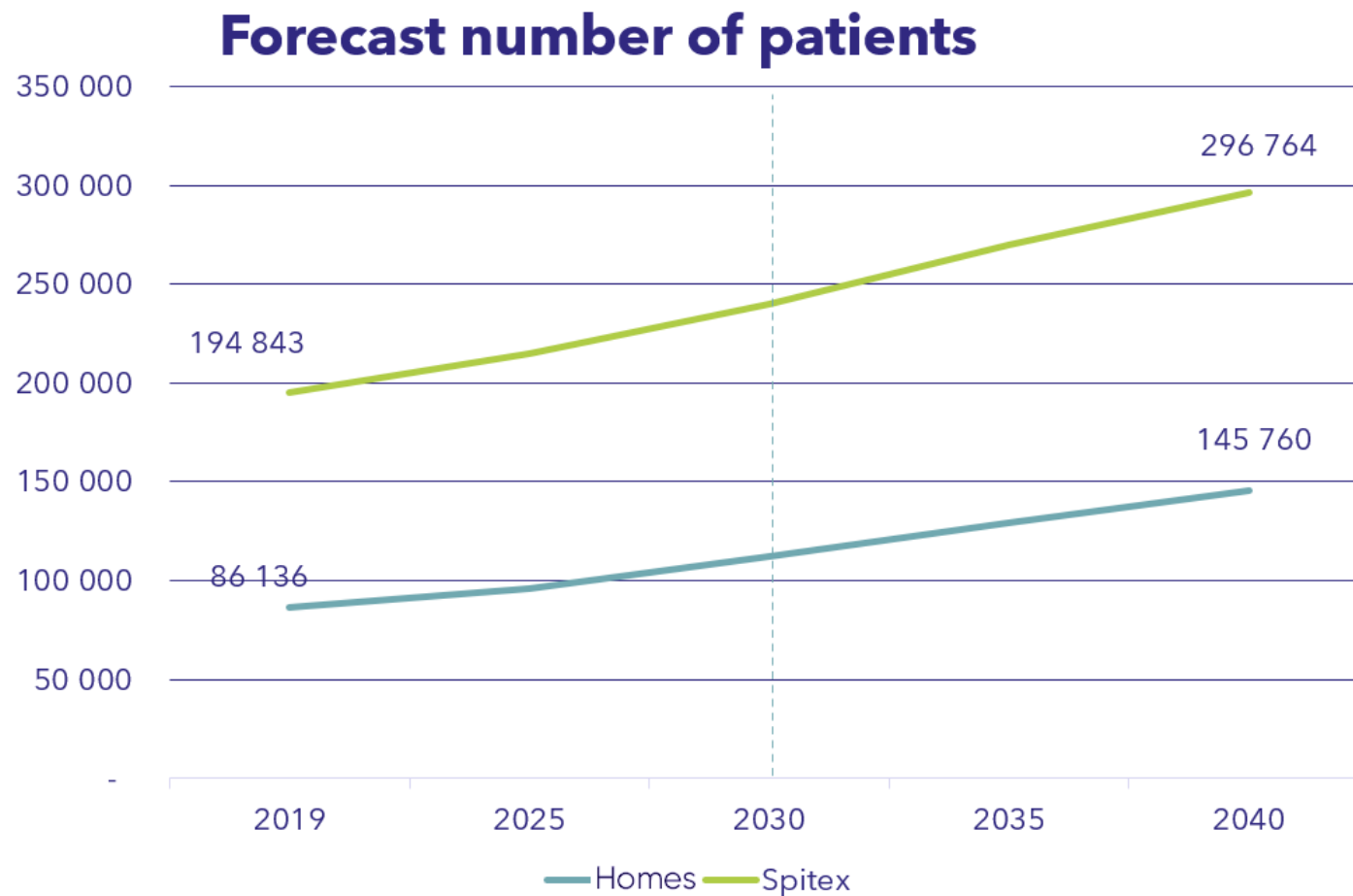




**We care -  
for the patient at home!**



# Market potential of nursing homes & homecare

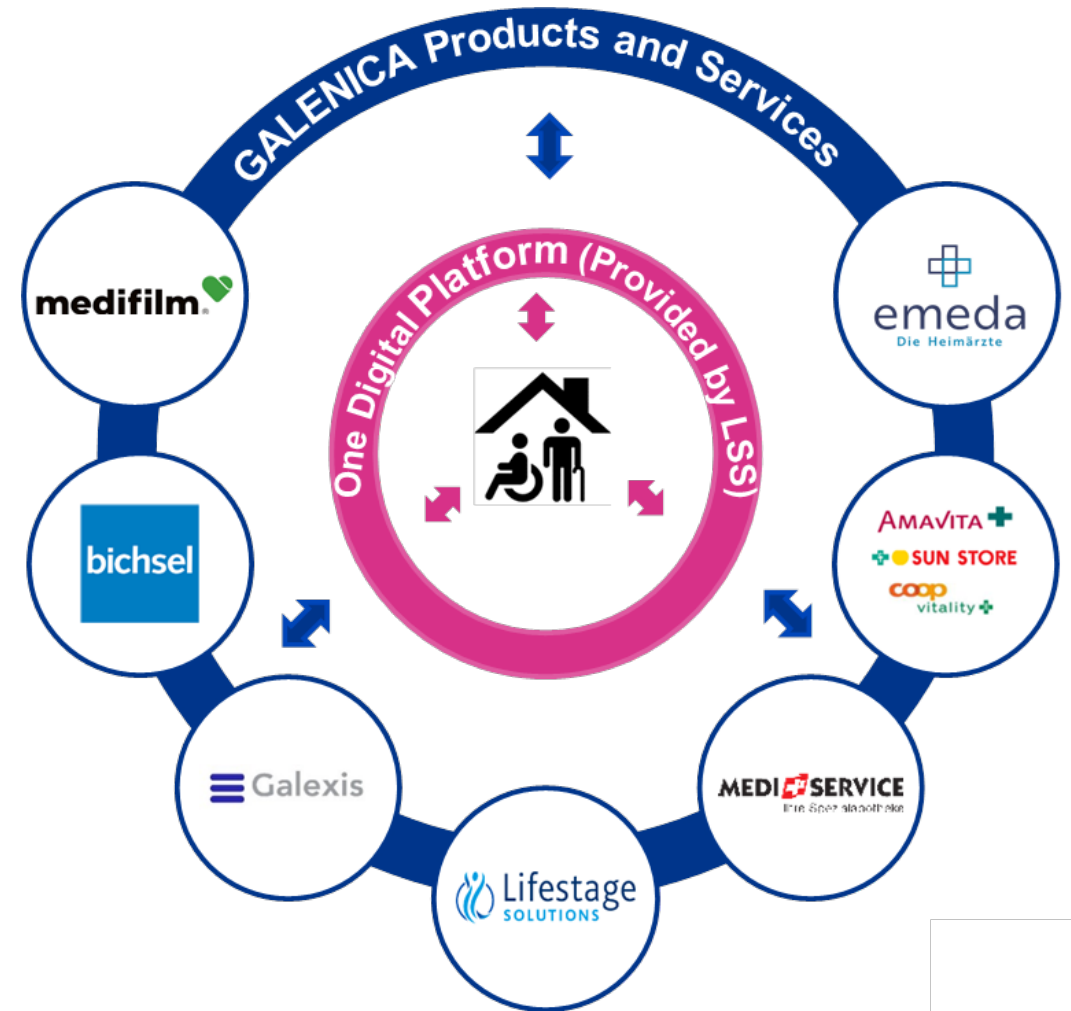


Source: obsan.ch

# As market leader we create added value

With our entire range of services on one platform:

- We win new customers
- We increase the share of services and products with existing customers (share of wallet)



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