



January 19, 2023

2022 SALES

(Unaudited data)

QUARTERLY SALES IN 2022 (VARIATION AT CURRENT EXCHANGE RATES)

in thousands of euros	1 st quarter			2 nd quarter			3 rd quarter			4 th quarter		
	2022	2021	Var.	2022	2021	Var.	2022	2021	Var.	2022	2021	Var.
France	77,055	51,518	+49.6%	54,283	53,412	+1.6%	58,275	58,021	+0.4%	71,408	75,556	-5.5%
Europe (excluding France)	34,476	20,039	+72.0%	26,228	22,194	+18.2%	35,744	32,226	+10.9%	33,403	40,941	-18.4%
North America	28,944	17,657	+63.9%	23,282	17,723	+31.4%	29,107	23,314	+24.8%	39,170	25,156	+55.7%
Other countries	5,305	1,958	+171.0%	7,189	5,430	+32.4%	5,295	4,193	+26.3%	5,074	5,863	-13.4%
Group total	145,780	91,172	+59.9%	110,982	98,759	+12.4%	128,422	117,754	+9.1%	149,055	147,516	+1.0%

in thousands of euros	1 st quarter			2 nd quarter			3 rd quarter			4 th quarter		
	2022	2021	Var.	2022	2021	Var.	2022	2021	Var.	2022	2021	Var.
Non-proprietary Homeopathic Medicines	45,516	46,352	-1.8%	43,360	47,642	-9.0%	41,081	45,840	-10.4%	54,709	55,133	-0.8%
Homeopathic specialties	67,100	39,430	+70.2%	54,816	40,683	+34.7%	74,349	58,718	+26.6%	83,455	67,389	+23.8%
Other health products*	33,164	5,390	+515.3%	12,806	10,434	+22.7%	12,992	13,196	-1.5%	10,891	24,994	-56.4%
Group total	145,780	91,172	+59.9%	110,982	98,759	+12.4%	128,422	117,754	+9.1%	149,055	147,516	+1.0%

* "Other health products" include non-homeopathic products (medical devices, dietary supplements, cosmetics, phytotherapy), which were presented under "specialties" until 2021.

Fourth quarter sales were up slightly compared to high sales posted in the last quarter of 2021, which included a significant number of COVID test sales.

Sales of non-proprietary homeopathic medicines in France are stabilizing.

Homeopathic specialties continued to grow in almost all countries, in particular thanks to the winter range.

The decline in sales in Europe and in other healthcare products was primarily due to a decrease in COVID test sales.

In France, this quarter also included the launch of:

- new homeopathic medicines: LabiaMéo[®], for treating cold sores, and ConvaMéo[®], for managing symptoms of temporary fatigue during recovery;
- an online store. This project is part of our goal to be closer to patients on a daily basis. 32 products are sold across three different ranges: cosmetics, food supplements and storage solutions.

A distribution contract has also been signed with GIULIANI S.p.A, which markets natural, effective and safe dermatology and gastroenterology products. Our subsidiaries in Portugal (from January) and Spain (in the second half of 2023) will distribute some of their products



CUMULATIVE SALES AS OF THE END OF DECEMBER 2022

<i>in thousands of euros</i>	2022	2021	Variation at current exchange rates	Variation at constant exchange rates
France	261,020	238,506	+9.4%	+9.4%
Europe (excluding France)	129,851	115,401	+12.5%	+10.1%
North America	120,504	83,850	+43.7%	+28.6%
Other countries	22,864	17,444	+31.1%	+21.8%
Group total	534,239	455,201	+17.4%	+13.6%

<i>in thousands of euros</i>	2022	2021	Variation at current exchange rates	Variation at constant exchange rates
Non-proprietary homeopathic medicines	184,666	194,967	-5.3%	-6.9%
Homeopathic specialties	279,720	206,220	+35.6%	+29.2%
Other health products*	69,853	54,014	+29.3%	+28.2%
Group total	534,239	455,201	+17.4%	+13.6%

* "Other health products" include non-homeopathic products (medical devices, dietary supplements, cosmetics, phytotherapy), which were presented under "specialties" until 2021.

Full-year 2022 sales were up 17.4%.

- In France, despite the decline in sales of non-proprietary homeopathic medicines, sales of homeopathic specialties and other healthcare products increased 9.4%.
- In the international segment, sales increased 26.1%. This growth was recorded in all regions and for all products.
- Sales of new products launched since 2020 amounted to €77.6 million, compared with €51.1 million last year.

Given the significant increase in sales over the year, full-year 2022 operating income is estimated to be higher than that of 2021.

We continue to put all our energy and determination into ensuring that every patient in the world can take advantage of homeopathy and our other healthcare solutions, thereby supporting a more humane, efficient and sustainable healthcare system.

Laboratoires BOIRON

Our next update: March 21, 2023, after the close of the stock market, publication of 2022 results.

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The group's financial information is online at: www.boironfinance.com