



July 18, 2023

## 2023 HALF-YEAR BOIRON SALES

(Unaudited data)

### CUMULATIVE SALES AS OF THE END OF JUNE 2023

<i>In thousands of euros</i>	2023	2022	Variation at current exchange rates	Variation at constant exchange rates
France	106,857	131,338	-18.6%	-18.6%
Europe (excluding France)	62,877	60,704	+3.6%	+3.1%
North America	57,427	52,227	+10.0%	+9.5%
Other countries	12,724	12,494	+1.8%	+1.2%
<b>Group total</b>	<b>239,884</b>	<b>256,762</b>	<b>-6.6%</b>	<b>-6.8%</b>

<i>In thousands of euros</i>	2023	2022	Variation at current exchange rates	Variation at constant exchange rates
Non-proprietary homeopathic medicines	87,466	88,876	-1.6%	-1.8%
Homeopathic specialties	136,970	121,916	+12.3%	+12.0%
Other health products	15,449	45,970	-66.4%	-66.4%
<b>Group total</b>	<b>239,884</b>	<b>256,762</b>	<b>-6.6%</b>	<b>-6.8%</b>

### SALES BY QUARTER (VARIATION AT CURRENT EXCHANGE RATES)

<i>In thousands of euros</i>	1 <sup>st</sup> quarter			2 <sup>nd</sup> quarter		
	2023	2022	Var.	2023	2022	Var.
France	54,580	77,055	-29.2%	52,277	54,283	-3.7%
Europe (excluding France)	39,220	34,476	+13.8%	23,656	26,228	-9.8%
North America	33,279	28,944	+15.0%	24,148	23,282	+3.7%
Other countries	5,220	5,305	-1.6%	7,504	7,189	+4.4%
<b>Group total</b>	<b>132,299</b>	<b>145,780</b>	<b>-9.2%</b>	<b>107,585</b>	<b>110,982</b>	<b>-3.1%</b>

<i>In thousands of euros</i>	1 <sup>st</sup> quarter			2 <sup>nd</sup> quarter		
	2023	2022	Var.	2023	2022	Var.
Non-proprietary homeopathic medicines	45,234	45,516	-0.6%	42,231	43,360	-2.6%
Homeopathic specialties	79,858	67,100	+19.0%	57,111	54,816	+4.2%
Other health products	7 206	33 164	-78.3%	8 243	12 807	-35.6%
<b>Group total</b>	<b>132,299</b>	<b>145,780</b>	<b>-9.2%</b>	<b>107,585</b>	<b>110,982</b>	<b>-3.1%</b>



## Change in sales

### In the second quarter:

Sales in the second quarter of 2023 were down 3.1%. However, restated for the decline in COVID test sales, revenues were up 1.3%.

The 2.6% decline in sales of non-proprietary homeopathic medicines is still mainly attributable to France, while sales continued to grow in many other countries, particularly the United States.

Sales of homeopathic specialities continued to rise, thanks to an increase in new product sales and in particular the expansion of our trauma range in France, with two new products: Artensium® to relieve tendino-ligamentary and muscular pain and Arnigel® sachets.

Sales of other healthcare products continued to decline, due to a decrease in COVID test sales in Europe, particularly in France. This decline was partially offset by the launch in France of two new anti-mosquito products containing organic lemon eucalyptus essential oil, which have been added to the Dapis® range.

### In the first half:

Sales fell 6.6%, impacted by a challenging basis for comparison following significant COVID test sales in France in the first half of 2022.

Excluding these tests, sales were up 6.2%.

This growth was achieved in all regions and was driven by sales of homeopathic specialities.

## Outlook

Group sales growth in 2023 will depend on ongoing momentum in homeopathic specialities, future launches and the rate of illnesses at the end of the year.

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

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*Our next update:*

*September 6, 2023: at market close, publication of 2023 half-year results*

*Person responsible for financial information: Valérie Lorentz-Poinsot*

*Contact for financial information: Fabrice Rey*

*Investor relations: +33 (0) 4.37.41.84.01 - e-mail: boironfinances@boiron.fr*

*ISIN Code: FR0000061129 (BOI) - Bloomberg: BOI FP - Reuters: BOIR.PA*

*The group's financial information and the glossary are online at: [www.boironfinance.com](http://www.boironfinance.com)*