



July 21, 2022

2022 HALF-YEAR BOIRON SALES

(Unaudited data)

CUMULATIVE SALES AS OF THE END OF JUNE 2022

<i>In thousands of euros</i>	2022	2021	Variation at current exchange rates	Variation at constant exchange rates
France	131,338	104,930	+25.2%	+25.2%
Europe (excluding France)	60,704	42,234	+43.7%	+42.7%
North America	52,227	35,380	+47.6%	+34.3%
Other countries	12,494	7,388	+69.1%	+56.8%
Group total	256,762	189,931	+35.2%	+32.0%

<i>In thousands of euros</i>	2022	2021	Variation at current exchange rates	Variation at constant exchange rates
Non-proprietary homeopathic medicines	88,876	93,994	-5.4%	-6.8%
Homeopathic specialties	121,916	80,113	+52.2%	+46.5%
Other health products*	45,970	15,825	+190.5%	+189.0%
Group total	256,762	189,931	+35.2%	+32.0%

SALES BY QUARTER (VARIATION AT CURRENT EXCHANGE RATES)

<i>In thousands of euros</i>	1 st quarter			2 nd quarter		
	2022	2021	Var.	2022	2021	Var.
France	77,055	51,518	+49.6%	54,283	53,412	+1.6%
Europe (excluding France)	34,476	20,039	+72.0%	26,228	22,194	+18.2%
North America	28,944	17,657	+63.9%	23,282	17,723	+31.4%
Other countries	5,305	1,958	+171.0%	7,189	5,430	+32.4%
Group total	145,780	91,172	+59.9%	110,982	98,759	+12.4%

<i>In thousands of euros</i>	1 st quarter			2 nd quarter		
	2022	2021	Var.	2022	2021	Var.
Non-proprietary homeopathic medicines	45,516	46,352	-1.8%	43,360	47,642	-9.0%
Homeopathic specialties	67,100	39,430	+70.2%	54,816	40,683	+34.7%
Other health products*	33,164	5,390	+515.3%	12,806	10,434	+22.7%
Group total	145,780	91,172	+59.9%	110,982	98,759	+12.4%

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



Change in revenue

In the second quarter:

Revenues continue to grow, in particular thanks to homeopathic medicines and other health products. Sales of homeopathic specialties rose 34.7%, thanks to the continued increase in the winter range, essentially in France, the United States, Canada and Italy.

The decline in non-proprietary homeopathic medicines is mainly attributable to France.

In the first half:

Total sales increased 35.2%. This increase breaks down more or less evenly between existing homeopathic specialties and new products.

Regarding new products launched in 2020 (homeopathic medicines and other healthcare products), sales amounted to approximately 47 million euros in the first half, compared to 15 million euros in the first half of 2021.

This strong growth in all regions is the result of the Group's proven resilience, founded on the strength of its brands, innovation strategy, commitment of its teams and flexibility of its industrial equipment.

Outlook

Amid rising inflation and supply chain pressures, we are doing everything we can to ensure our medicines and entire product range remain available.

We are also keeping a close eye on how the global health crisis evolves, and continue to take appropriate measures where necessary.

In light of the significant increase in business and the impact of the reorganization carried out in France, the Group expects to achieve a sharp increase in operating income in the first half.

In total over the year, we therefore expect to see an increase in revenue and profitability compared to 2021.

We continue to put all our energy and determination into the promotion of homeopathy in France and around the world.

Laboratoires BOIRON

Our next update:

September 7, 2022: at market close, publication of 2022 half-year results.

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The group's financial information and the glossary are online at: www.boironfinance.com