

Full-Year Results 2021/22

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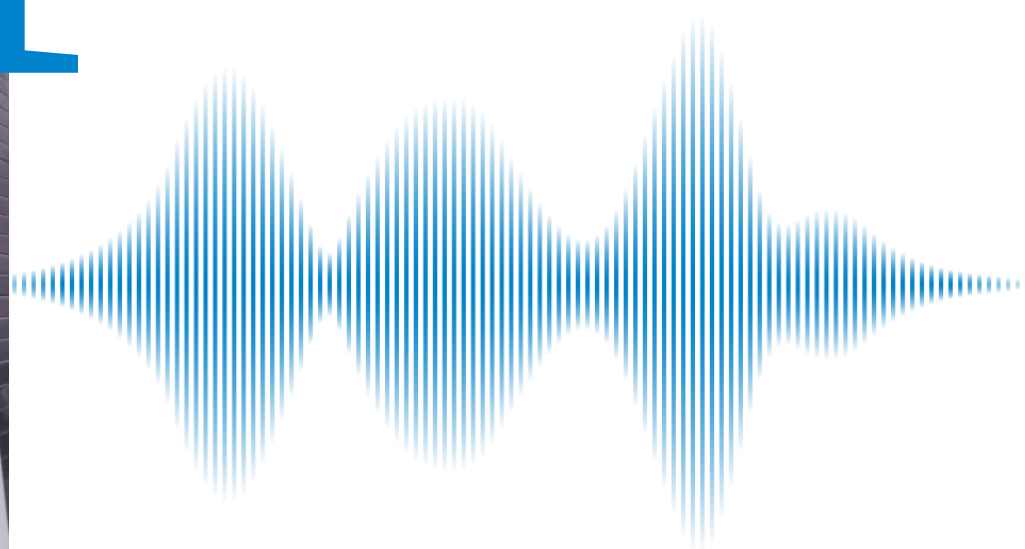
Building on our strategy and delivering solid results

- **Further market recovery**, despite some unforeseen headwinds from COVID-19 and supply chain
- **Positive sales momentum** supported by continued innovations and good commercial execution
- **Solid growth in in HI sales**, reflecting significant AC network expansion through M&A and greenfield & continued success of Phonak Paradise
- **Strong progress in CI**, driven by new Naída™ CI Marvel processor launch and productivity gains
- **Healthy balance** between step-up of growth investments and continued margin expansion
- **Expansion of the Group's growth platform** to support positive momentum going forward





Sonova Group



Sonova Group results

Key highlights – FY 2021/22

Sales



CHF 3,364m
+29.0% in LC
(2y CAGR: +9.7% in LC)

EPS (adj.)



CHF 10.76 per share
+39.6% in CHF
(2y CAGR: +27.4% in LC)

Sales outlook



+17-21%
growth in LC
in FY 2022/23

EBITA (adj.)



CHF 844.4m
+39.3% in LC
(2y CAGR: +21.8% in LC)

Consumer access



Significant expansion of
the AC network & entry
into the consumer
hearing segment

EBITA (adj.) outlook



+12-18%
growth in LC
in FY 2022/23

Sonova's strategy

Strategic pillars



► Further progress achieved on our proven strategy, especially on expansion of our consumer access

The Sonova Group

Broadest and most advanced offering of hearing care solutions

Hearing Instruments segment

Hearing Instruments



PHONAK **unitron**

Audiological Care



AudioNova

Consumer Hearing



SENNHEISER

Cochlear Implants segment

Cochlear Implants



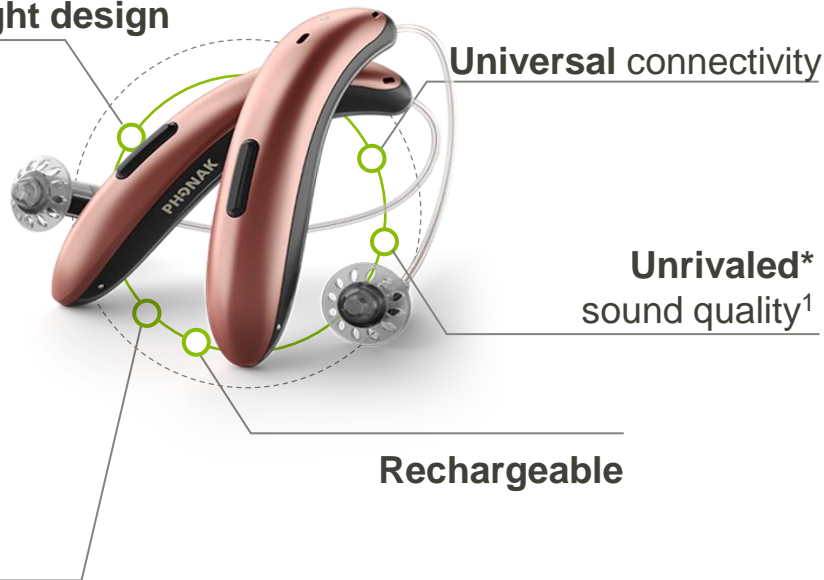
AB **ADVANCED BIONICS**

Lead innovation

New Phonak Paradise launches announced in April 2022

Phonak Slim

Unique left and right design



^{*}Compared to Phonak Audéo Marvel

Note: In order to access health data, it is necessary to create an account within myPhonak app

1. Appleton, J. (2020) AutoSense OS 4.0 - significantly less listening effort and preferred for speech intelligibility. Phonak Field Study News retrieved from www.phonakpro.com/evidence, accessed November 2020.

Phonak Audéo Fit

Unrivaled* sound quality¹

Health Data Tracking

- Heart rate
- Steps
- Activity levels
- Distance walked/ran



► Building on proven Paradise technology with novel design and additional health functionalities

Expand omni-channel AC network

Network expansion through bolt-on M&A and greenfield expansion

Systematic approach to:

- Increase store density
- Optimize the store footprint
- Enter new growth markets

Balance sheet investments:

Higher spending for bolt-ons

- Planned cash-out of 70-100 million p.a.

Over CHF 430 million invested in FY 21/22, adding over 400 POS and more than CHF 170 million sales p.a.



P&L investments:

Expansion with various store formats

Opened over 100 POS in FY 21/22 incl. 12 new World of Hearing stores



Mid-term:

targeting combined MSD to HSD percentage points average annual growth contribution in AC

▶ Significant network expansion realized in FY 2021/22 in line with our strategy

ESG highlights

Overview of selected tangible achievements highlighting progress towards our ESG commitments



Environmental

- ▶ Achieved **carbon neutrality in our own operations** (Scope 1 and 2 CO₂e emissions) through energy efficiency measures, strongly increasing our renewable energy ratio, and investing in certified offsetting projects in China, Vietnam, and Brazil
- ▶ Completed a **full Scope 3 CO₂e emissions assessment** to quantify all greenhouse gas emissions along our value chain



Social

- ▶ Implemented global **employee health & wellbeing** measures, including the launch of global hybrid working guidelines
- ▶ 97% of non-production or assembly employees have a **personal development plan**
- ▶ Increase of **share of women in key positions** from vs. PY 33.5% to 35.2%
- ▶ Over 97% of employees have received **training on unconscious bias**



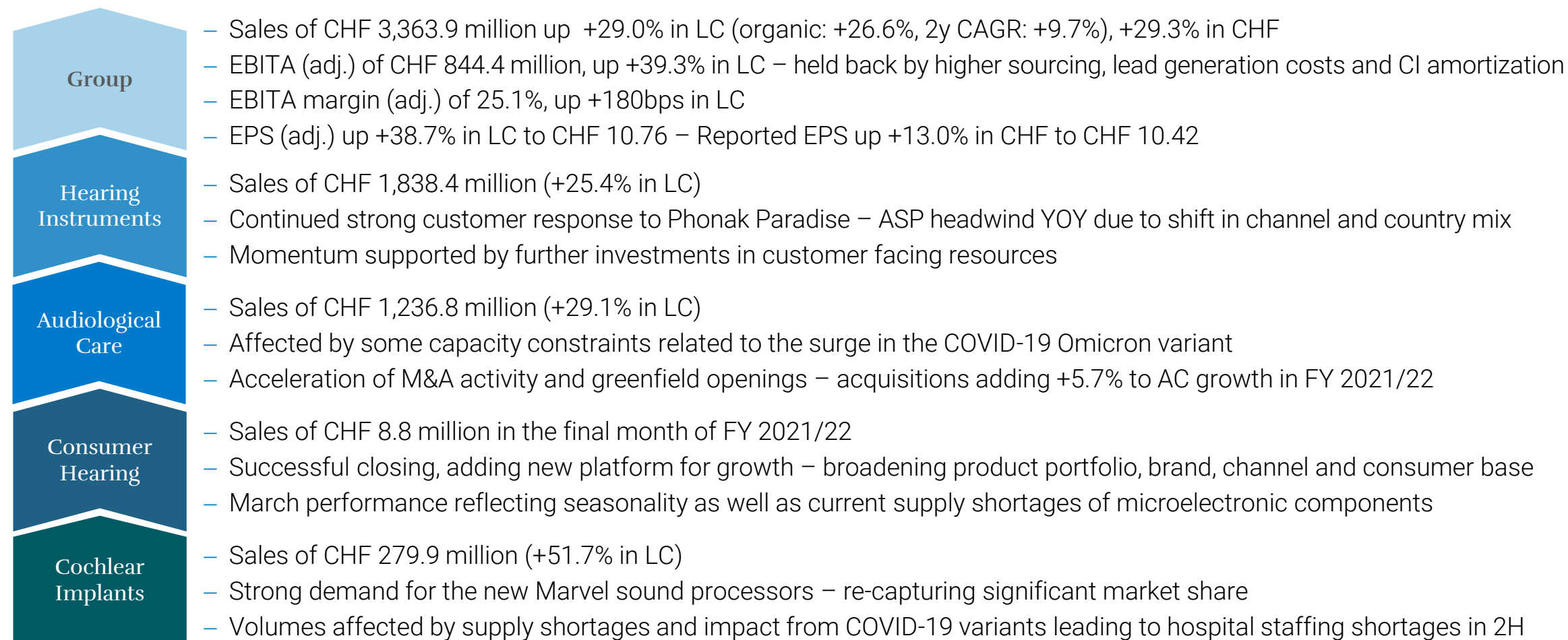
Governance

- ▶ Conducted Sonova's first pilot **human rights impact assessment** to advance and further align our human rights due diligence across our value chain with international frameworks, such as the UNGP and OECD Guidelines
- ▶ >30% **product reliability improvement** of rechargeable technology from Audéo™ Marvel to Audéo™ Paradise

▶ Substantial progress achieved in FY 2021/22

Sonova Group results

Summary FY 2021/22



Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

► **Building on Sonova's proven strategy – Delivering continued strong financial performance**

Sonova Group results

Key financials

	FY2021/22 CHF m	Δ % in LC vs. FY 2020/21	Δ % in LC vs. FY2019/20	2y CAGR in LC
Sales HI segment	3,084.0	+27.2%	+19.8%	+9.4%
<i>Sales HI business</i>	1,838.4	+25.4%	+19.8%	+9.5%
<i>Sales AC business</i>	1,236.8	+29.1%	+18.9%	+9.0%
<i>Sales CH business</i>	8.8	n/a	n/a	n/a
Sales CI segment	279.9	+51.7%	+22.1% ¹⁾	+10.5% ¹⁾
Total sales	3,363.9	+29.0%	+20.4%	+9.7%
Gross profit (adj.)	2,463.7	+30.6%	+22.7%	+10.8%
<i>Gross margin (adj.)</i>	<i>73.2%</i>	<i>+90bps</i>	<i>+160bps</i>	
OPEX (adj.)	1,619.2	+26.4%	+12.1%	+5.9%
<i>OPEX in % of sales (adj.)</i>	<i>48.1%</i>	<i>-100bps</i>	<i>-340bps</i>	
EBITA (adj.)	844.4	+39.3%	+48.2%	+21.8%
<i>EBITA margin (adj.)</i>	<i>25.1%</i>	<i>+180bps</i>	<i>+500bps</i>	
EPS (adj. in CHF)	10.76	+38.7%	+62.2%	+27.4%

1) Sales in FY 2019/20 adjusted with CI Field Corrective Action

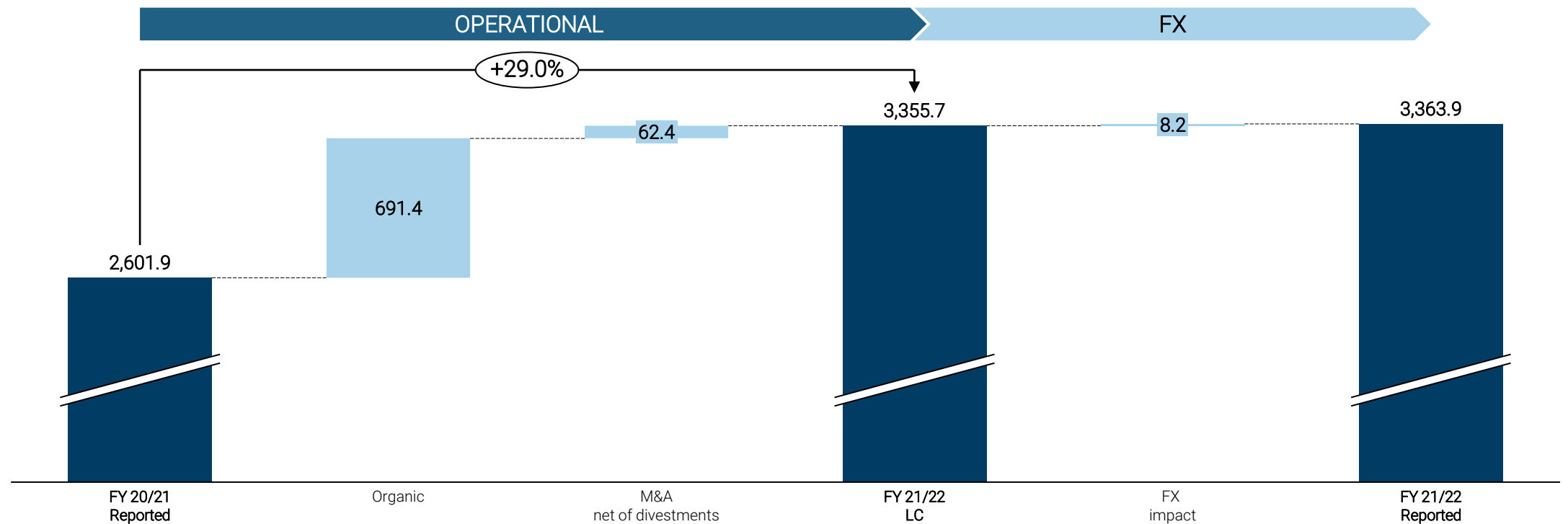
Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

► Significant growth resulting in record sales – Best-in-class profitability

Sonova Group results

Sales components

in CHF million



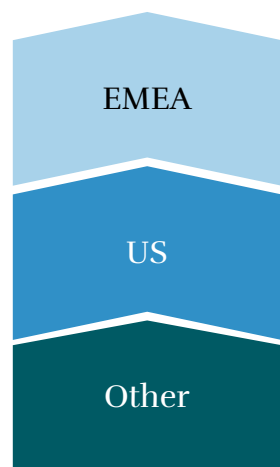
YoY growth components	+26.6%	+2.4%	+29.0%	+0.3%	+29.3%
2-year CAGR	+8.4%	+1.3%	+9.7%	-2.3%	+7.4%

► Strong sales momentum supported by market recovery – Good contribution from higher M&A activity

Sonova Group results

Sales by regions and key markets

	FY 2021/22		2H 2021/22		1H 2021/22	
	CHF m	Δ % in LC	CHF m	Δ % in LC	CHF m	Δ % in LC
EMEA	1,775.9	+25.4%	945.3	+14.6%	830.6	+41.3%
USA	1,009.8	+38.6%	510.0	+16.3%	499.8	+70.3%
Americas (excl. USA)	244.6	+32.7%	127.7	+16.4%	116.9	+56.9%
Asia / Pacific	333.6	+19.4%	177.1	+16.4%	156.6	+23.2%
Total Sonova	3,363.9	+29.0%	1,760.1	+15.4%	1,603.8	+48.5%



- Supported by strong recovery of the private market in the UK and by a change in the reimbursement system in FR
- Slower recovery in important markets incl. DE, BE and NL
- Strong growth driven by the success of product introductions as well as the renewal of a private label contract
- Development further aided by leading position with the VA and a strong recovery in this market segment
- Americas (excl. the US) helped by acquisitions – held back by a slower recovery in CA
- APAC development supported by a solid development in CN but affected by temporary lockdowns in AU and NZ

► **Solid recovery across all regions, led by strong growth in the United States**

Sonova Group results

Key financials – Half-year view

CHF m	FY 2021/22	Δ % in LC	2H 2021/22	Δ % in LC	1H 2021/22	Δ % in LC
Sales	3,363.9	+29.0%	1,760.1	+15.4%	1,603.8	+48.5%
Gross profit (adj.)	2,463.7	+30.6%	1,280.5	+13.0%	1,183.1	+57.6%
- Gross profit margin (adj.)	73.2%		72.8%		73.8%	
OPEX (adj.)	1,619.2	+26.4%	842.5	+19.2%	776.7	+35.6%
EBITA (adj.)	844.4	+39.3%	438.0	+2.7%	406.4	+129.3%
- EBITA margin (adj.)	25.1%		24.9%		25.3%	
- Δ EBITA margin (adj.)	+190bps	+180bps	-310bps	-310bps	+900bps	+890bps

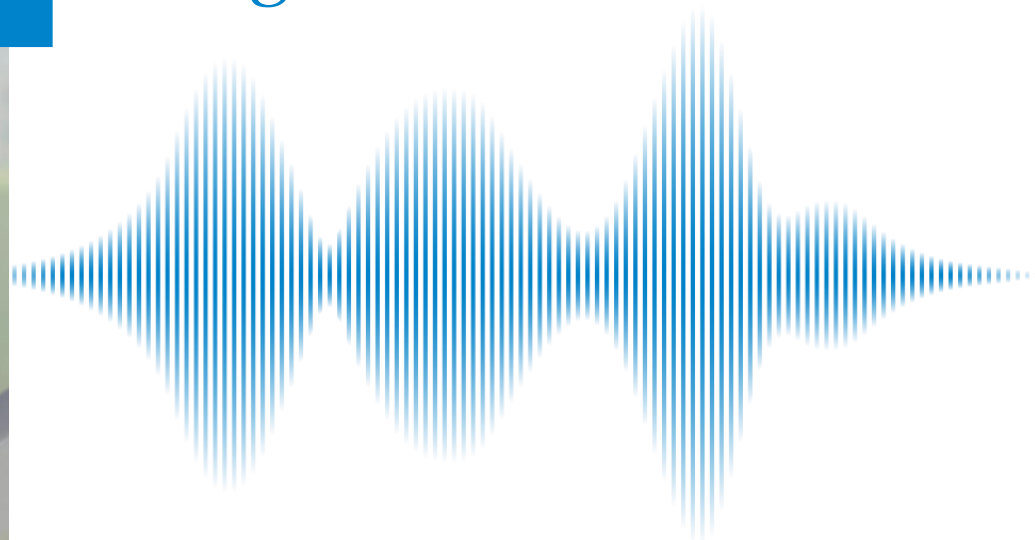
Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

- Strong sales development throughout the year – growth supported by share gains and low comparison base, particularly in 1H
- Solid YoY gross profit margin improvement of +90bps in LC – held back by higher sourcing and freight costs accentuating in 2H
- Strong rebound in the adj. EBITA margin in 1H – development in 2H affected by gross margin decline and Sennheiser acquisition

► **Strong YoY improvement in profitability – Held back by additional headwinds in 2H**

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Hearing Instruments Segment



Hearing Instruments segment

Key financials

Sales
CHF 3,084m

+27.2% vs. PY in LC
+9.4% 2y CAGR in LC

EBITA (adj.)
CHF 807m

+30.2% vs. PY in LC
+19.2% 2y CAGR in LC
Margin 26.2%: +60bps

HI business
Sales:
CHF 1,838m

+25.4% vs. PY in LC
+9.5% 2y CAGR in LC

+25.5% organic growth

AC business
Sales:
CHF 1,237m

+29.1% vs. PY in LC
+9.0% 2y CAGR in LC

+23.4% organic growth

CH business
Sales:
CHF 9m

Segment sales

- Strong organic growth further supported by accelerated M&A activity
- Ongoing market recovery despite some residual headwinds from COVID-19 pandemic
- Continued momentum of Phonak Paradise supported by commercial execution
- Limited contribution of newly formed Consumer Hearing business in the final month of FY 2021/22

Segment profitability

- Benefiting from higher sales volume
- Healthy balance between higher growth investments and continued margin expansion
- Supply chain constraints and dilutive effect from acquisitions affecting profitability development

Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

► **Strong sales and sustainably high profitability despite unforeseen headwinds and growth investments**

Hearing Instruments segment

Sales dynamics – HI business

HI business
sales: CHF 1,838m

+25.4% vs. PY in LC
+9.5% 2y CAGR in LC

+25.5% organic growth

- Sustained momentum of Phonak Paradise – building on the success with further line extensions
- Successful launch of Unitron BLU platform
- Further progress on sales and marketing execution and investments into customer facing resources
- Strong contribution from private label contract in the US
- Maintaining market leading position with the VA

► **Maintaining strong momentum with Phonak Paradise – Strong innovation pipeline**



Hearing Instruments segment

Sales dynamics – AC business

AC business
sales: CHF 1,237m

+29.1% vs. PY in LC
+9.0% 2y CAGR in LC

+23.4% organic growth

- Continued investments in omni-channel strategy
- Further enhancement of digital systems and competencies
- Accelerated acquisition activity and higher number of greenfield openings lifting growth
- Doubling US network with the acquisition of Alpaca
- Expanding World of Hearing store footprint to 22 POS
- Capacity constraints related to COVID-19 Omicron variant affecting growth in 2H

► Further progress on expansion of omni-channel network – Acceleration of M&A activity in 2H



Hearing Instruments segment

Sales dynamics – CH business

CH business
sales: CHF 9m

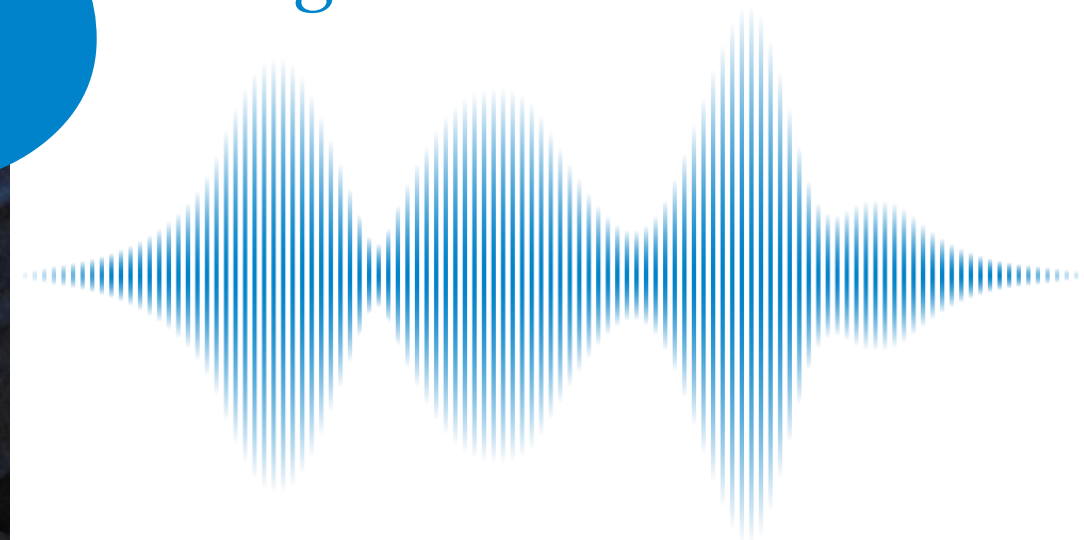
- Successful closing of the acquisition of Sennheiser Consumer Division on March 1, 2022
- Adding new growth vector by combining complementary strengths to reach consumers earlier in their hearing journey
- Broadening product portfolio, channel presence and customer base, leveraging well-established brand
- Performance reflecting seasonality as well as current supply shortages – strong sequential pick-up in April



► **New Consumer Hearing business – Enabling earlier access to consumers and creating new growth vector**



Cochlear Implants segment



Cochlear Implants segment

Key financials

Sales
CHF 279.9m

+51.7% vs. PY in LC

+10.5% 2y CAGR in LC (adj)

EBITA (adj.)
CHF 36.8m

Margin 13.2%

Up from negative EBITA in PY,
highest in history

System sales
CHF 175.8m

+35.7% vs. PY in LC

+2.9% 2y CAGR in LC (adj.)

Upgrade sales
CHF 104.1m

+88.9% vs. PY in LC

+28.1% 2y CAGR in LC

Note: adj. refers to adjusted figures; for details, please refer to Appendix – Non-GAAP adjustments

Cochlear implant systems

- Pick-up of elective surgeries at the start of the year
- Held back by supply shortages and rising infection rates leading to hospital staffing shortages in 2H
- Recapturing market share after the voluntary field corrective action

Upgrades and accessories

- Strong market response to new sound processors based on proven Marvel technology

Segment profitability

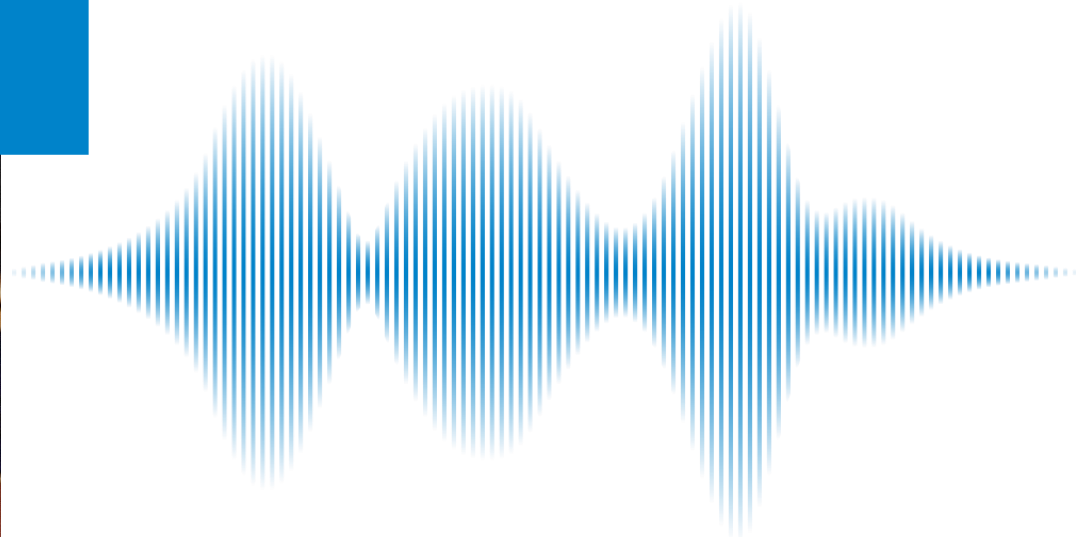
- Double-digit profitability supported by continuous and structural improvements
- Positive ASP development supported by innovation and strong market recovery in the US
- Significant net amortization of capitalized development costs after Marvel processor launch

► **Strong growth and market share gains – Continuous and structural improvement driving profitability**



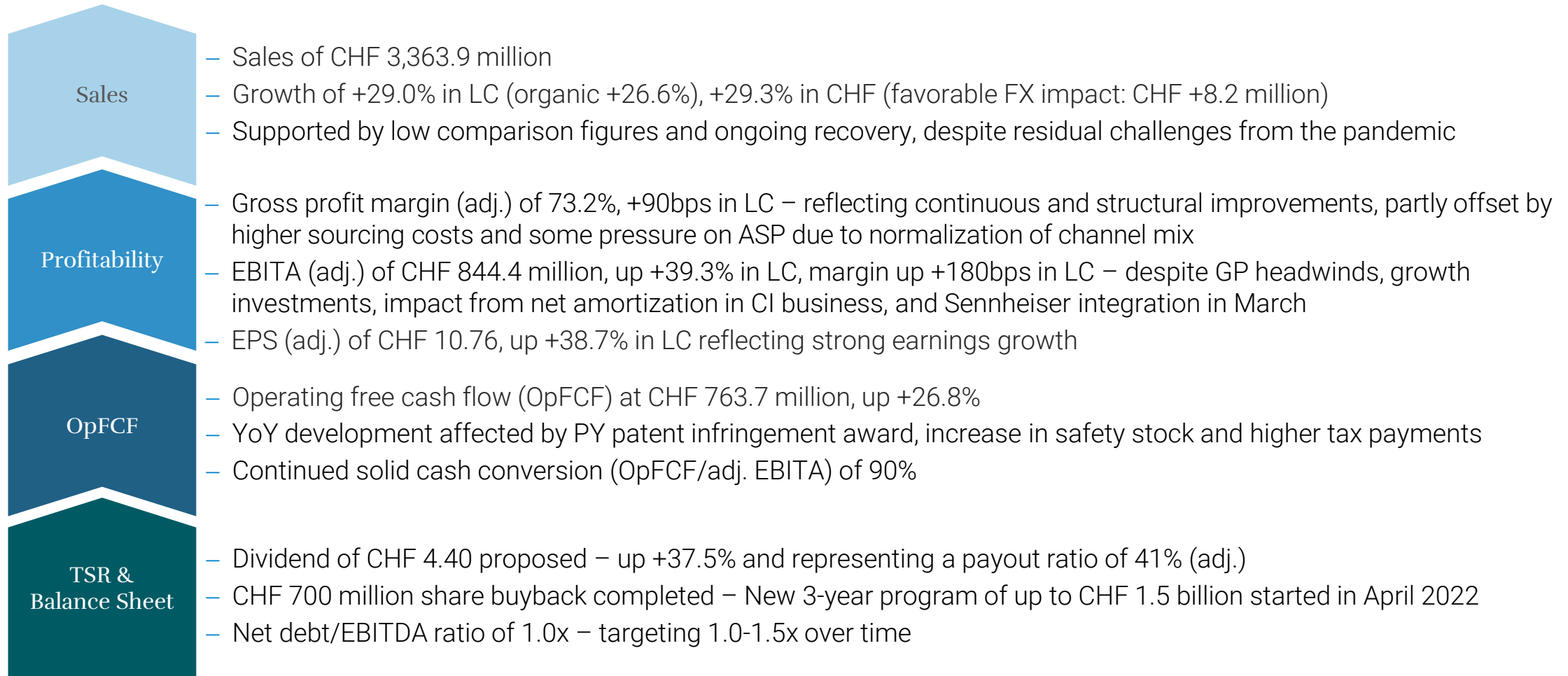
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Financial Information



Financial information

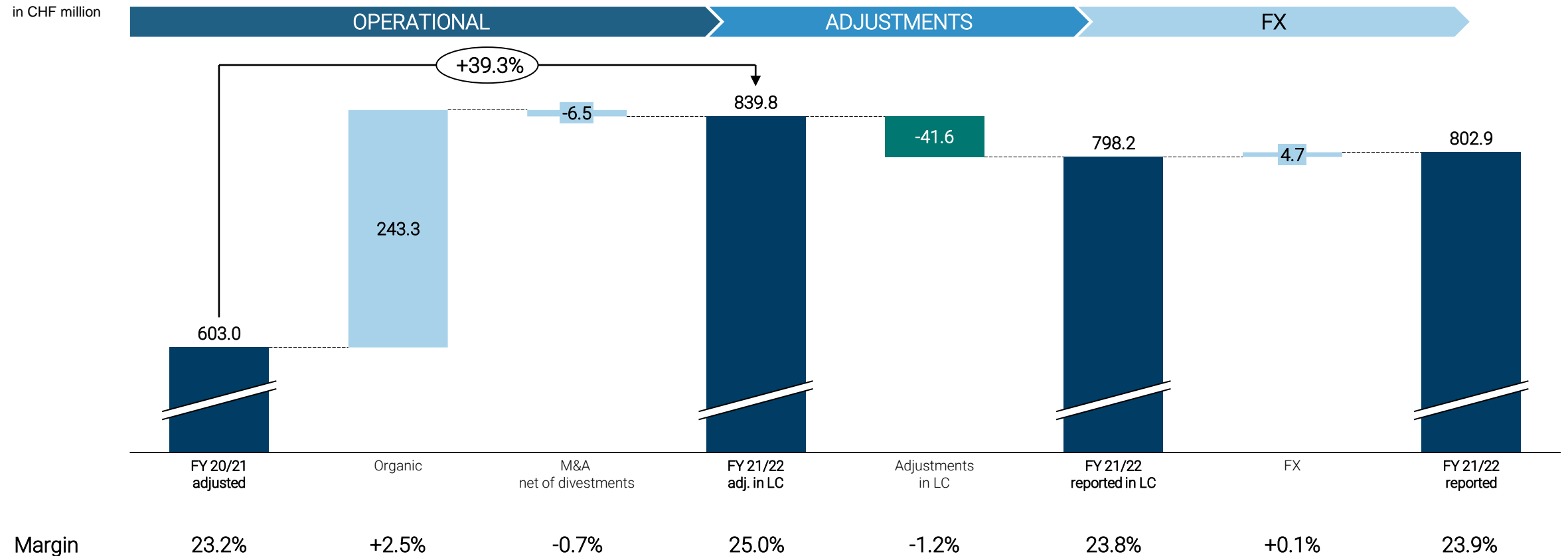
Sonova Group – Financial highlights



Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

Financial information

Sonova Group – EBITA Components



Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

► Strong YoY margin improvement – in 2HY partly offset by supply chain headwinds and dilution from M&A

Financial information

Sonova Group – Key financials – As reported and adjusted

	FY 2021/22					Comments
	CHF m	Margin	Δ % in LC	Δ margin in LC	2y CAGR in LC	
Sales	3,363.9		+29.0%		+9.7%	
Gross profit (adj.)	2,463.7	73.2%	+30.6%	+90bps	+10.8%	– Continuous improvement, partly offset by sourcing & freight costs in H2 – ASP headwind from further normalization of the channel mix
OPEX (adj.)	1,619.2		+26.4%		+5.9%	– Investments in growth initiatives funded by cost optimization
EBITA (adj.)	844.4	25.1%	+39.3%	+180bps	+21.8%	– Supply Chain headwinds and dilutive effect from acquisitions in 2H partly offset structural and continuous improvements in COGS
Adjustments	-41.5					
EBITA (reported)	802.9	23.9%	+20.3%	-170bps	+25.8%	– Prior year benefitted from patent infringement income
Acq. rel. amortization	-42.9					– In line with prior year level
EBIT (reported)	760.0	22.6%	+21.9%	-130bps	+27.8%	
Financial result	-31.8					– Step up in debt
Tax	-64.5					– Step up of underlying tax rate to 14.5% (FY 2020/21: 12.5%)
Net profit (reported)	663.6	19.7%	+12.5%	-290bps	+22.8%	
EPS (adj. in CHF)	10.76		+38.7%		+27.4%	– Driven by strong earnings growth
EPS (reported in CHF)	10.42		+12.2%		+23.6%	– Up +13.0% in CHF and 12.2% in LC (2y CAGR: +17.0% in CHF)

► Strong development supported by solid market recovery, low comparison base and strong execution

Financial information

Sonova Group – Operating expenses excluding acquisition-related amortization

	FY 2021/22			FY 2020/21	
	CHF m	Δ % in LC	2y CAGR in LC	CHF m	Comments
Research & Development (adj.) in % of sales	-229.4 6.8%	+28.7%	+19.3%	-177.9 6.8%	<ul style="list-style-type: none"> – Targeted step up in new technology investments – CI amortization of capitalized development costs significantly exceeding capitalization (trend reversal with net P&L impact)
Sales & Marketing (adj.) in % of sales	-1,090.1 32.4%	+26.5%	+4.9%	-858.6 33.0%	<ul style="list-style-type: none"> – Network expansion and investments in lead-generation – Reduced store foot traffic leading to higher costs per lead
General & Administration (adj.) in % of sales	-299.8 8.9%	+23.5%	+1.3%	-242.0 9.3%	<ul style="list-style-type: none"> – Ongoing investment in CRM platform for AC business – One-time impact of provisions related to Russia
Other income/expenses (adj.)	0.0	NM	NM	1.4	
Total OPEX (adj.) in % of sales	-1,619.2 48.1%	+26.4%	+5.9%	-1,277.1 49.1%	<ul style="list-style-type: none"> – Minor government support vs. CHF 42.5 million in PY
Adjustments	-38.5	NM	NM	66.9	<ul style="list-style-type: none"> – FY 2020/21: net benefit due to AB patent award – FY 2021/22: costs related to restructuring, M&A and legal
Total OPEX (reported) in % of sales	-1,657.7 49.3%	+36.6%	+5.6%	-1,210.3 46.5%	

Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments

► Step-up of growth investments funded by good cost control

Financial information

Key financials – As reported and adjusted

in CHF million	FY 2021/22	Adjustments					FY 2021/22
	Reported	① Restructuring	② Strategic M&A	③ Legal	④ Other	Total	Adjusted
Sales	3,363.9	-	-	-	-	-	3,363.9
Cost of sales	-903.3	3.0	-	-	-	3.0	-900.3
Gross profit	2,460.7	3.0	-	-	-	3.0	2,463.7
<i>Research & Development</i>	-230.0	0.6	-	-	-	0.6	-229.4
<i>Sales & Marketing</i>	-1,095.3	4.8	0.4	-	-	5.2	-1,090.1
<i>General & Administration</i>	-320.9	5.1	11.7	4.4	-	21.2	-299.8
<i>Other income/(expenses)</i>	-11.5	-	-	11.6	-	11.6	-0.0
Total OPEX	-1,657.7	10.5	12.0	16.0	-	38.5	-1,619.2
EBITA	802.9	13.5	12.0	16.0	-	41.5	844.4
EPS (in CHF)	10.42	0.18	0.17	0.26	-0.28	0.33	10.76

① **Restructuring:** costs related to additional structural optimization initiatives

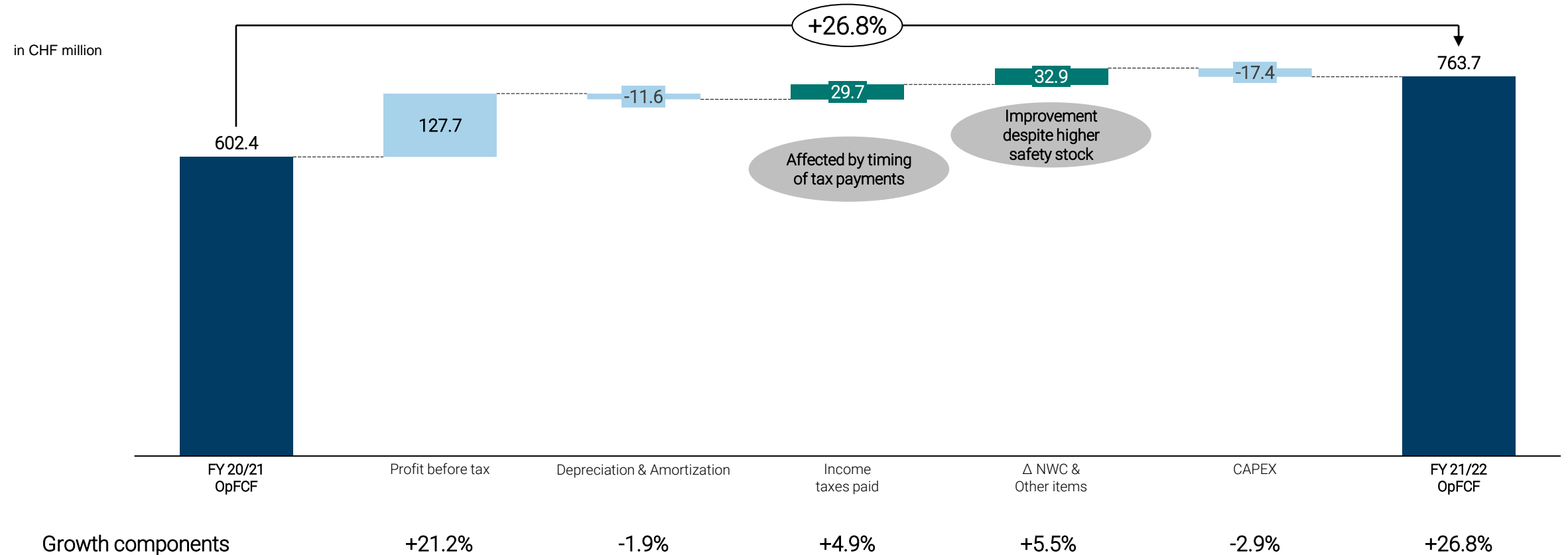
② **Strategic M&A:** transaction and integration costs related to the acquisition of the Sennheiser Consumer Division and Alpaca Audiology

③ **Legal:** costs related to settlement agreement in principle with the DOJ and ongoing patent litigation in the CI segment

④ **Other:** positive impact from tax reforms

Financial information

Sonova Group – Operating Free Cash Flow



► Solid OpFCF driven by profit growth and NWC improvement – Normalization of CAPEX post pandemic

Financial information

Sonova Group – Balance sheet

CHF m	31 Mar 2022	31 Mar 2021	Comments
Days sales outstanding (DSO)	52	56	– Continued strong receivable collection
Days inventory outstanding (DIO)	171	154	– Targeted stock increases to counter supply chain risks
Capital employed	3,439.1	2,855.7	– Higher intangibles from acquisitions
ROCE (reported)	24.1%	22.3%	– Improvement driven by strong profit growth
Net debt	1,006.3	83.3	– Increase driven by share buyback program, dividend payments and step-up in M&A
Net debt/EBITDA	1.0x	0.1x	

Note: DSO and DIO calculated on a 90 day basis

► Significant increase of ROCE driven by higher earnings – Higher leverage as a result of SBB and M&A

Financial information

Sonova Group – Total shareholder return (TSR) and cash deployment strategy

Sonova TSR strategy

1. Acquisitions

- Bolt-ons: CHF 70-100 million p.a.
- Strategic and technology acquisitions

2. Attractive dividend

- Maintain payout ratio of around 40%

3. Healthy balance sheet

- Targeting net debt / EBITDA ratio of 1.0-1.5x over time

4. Share buyback

- New three-year buyback program of up to CHF 1.5 billion

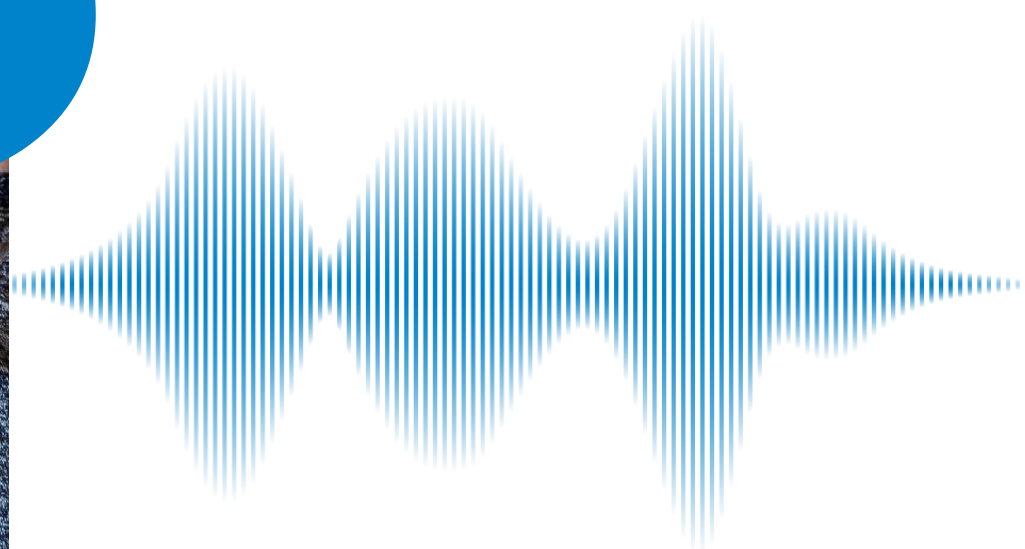
- Total M&A cash-out: around CHF 600 million spent for AC network expansion and acquisition of the Sennheiser Consumer Division
- Over CHF 200 million distributed
- Dividend increase of 37.5% proposed, resulting in cash distribution of over CHF 260 million
- Equity ratio of 43.5%
- Net Debt/EBITDA ratio of 1.0x.
- 2021-22 buyback completed March 28
- Shares worth CHF 699.3 million bought back

► TSR strategy aimed at creating shareholder value – Significant cash deployed in FY 2021/22



5

Outlook



Outlook

Re-iterating guidance and mid-term target

In LC	Guidance FY 2022/23	Mid-term Target
Sales growth	+17% to +21%	+6% to +9% p.a.
adj. EBITA growth	+12% to +18%	+7% to +11% p.a.

Assumptions for FY 2022/23

- Guidance includes further market normalization absent any additional headwinds from supply chain constraints or a further deterioration of the geopolitical situation
- Growth to be lifted by the acquisition of Sennheiser and Alpaca Audiology and new product launches over the course of the year
- Reflecting mid-May 2022 FX rates, reported sales and EBITA growth in Swiss francs are expected to be lifted by 1-2 and 2-3 %-pts respectively in FY 2022/23 due to the currency impact

Note: adj. refers to adjusted figures; for details, please refer to slide 26 and Appendix – Non-GAAP adjustments



Underlying assumptions

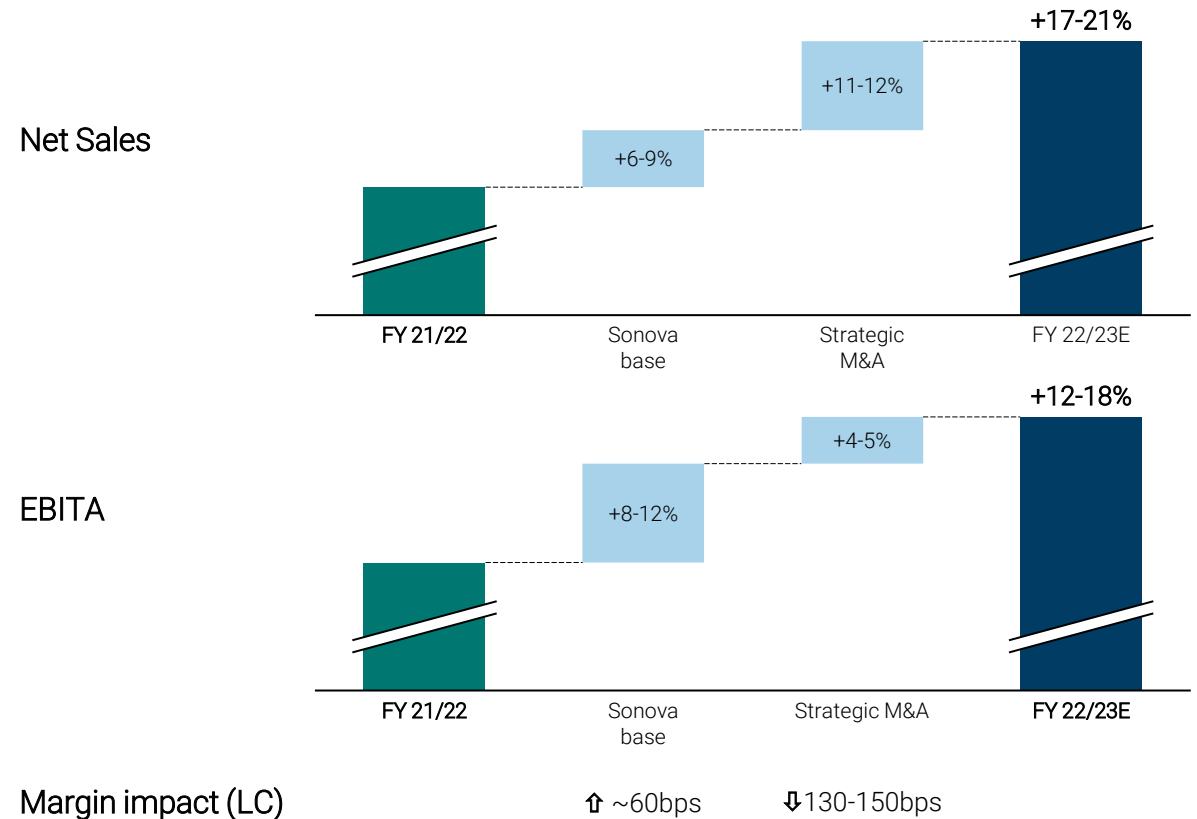
Initial consolidation effect: Acquisition of Sennheiser Consumer Division and Alpaca Audiology

Attractive mid-term prospects

- Elevating the Group’s growth profile through additional sales contribution from newly acquired businesses operating in attractive markets and segments
- Good prospects for mid-term margin improvements through the implementation of Sonova’s strong continuous improvement mindset and integration synergies

Consolidation effect FY 2022/23

- Margin expansion of around 60bps in LC expected for the Sonova base business
- Expected sales contribution from M&A of around CHF 380-400 million, adding around 11-12% to LC growth
- Around 130-150bps profit margin headwind from consolidation of lower margin businesses
- EPS accretion in FY2022/23

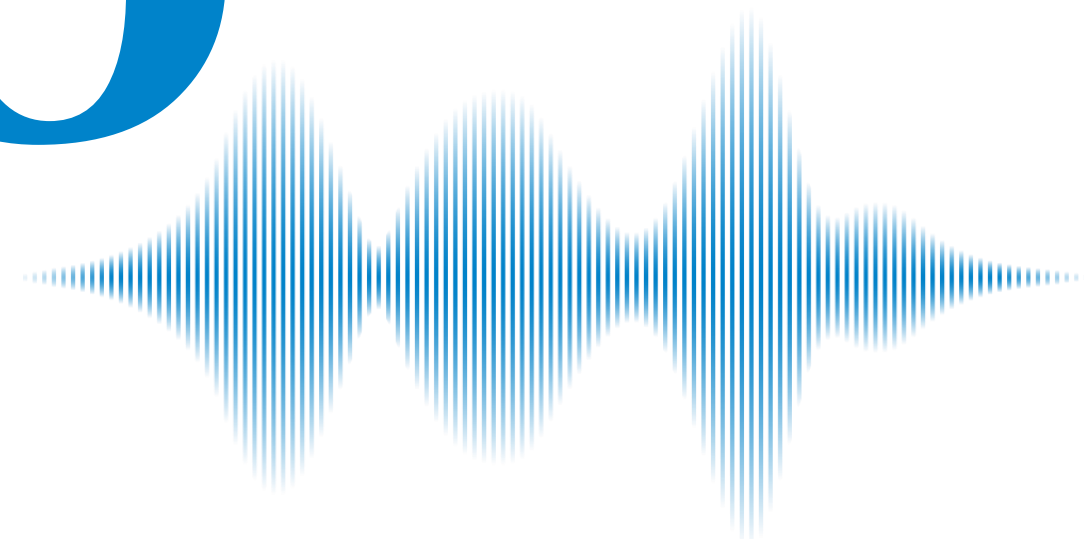


Note: growth rates in local currencies, adjusted for integration costs

► Attractive growth and profitability prospects from acquired businesses after initial consolidation effects

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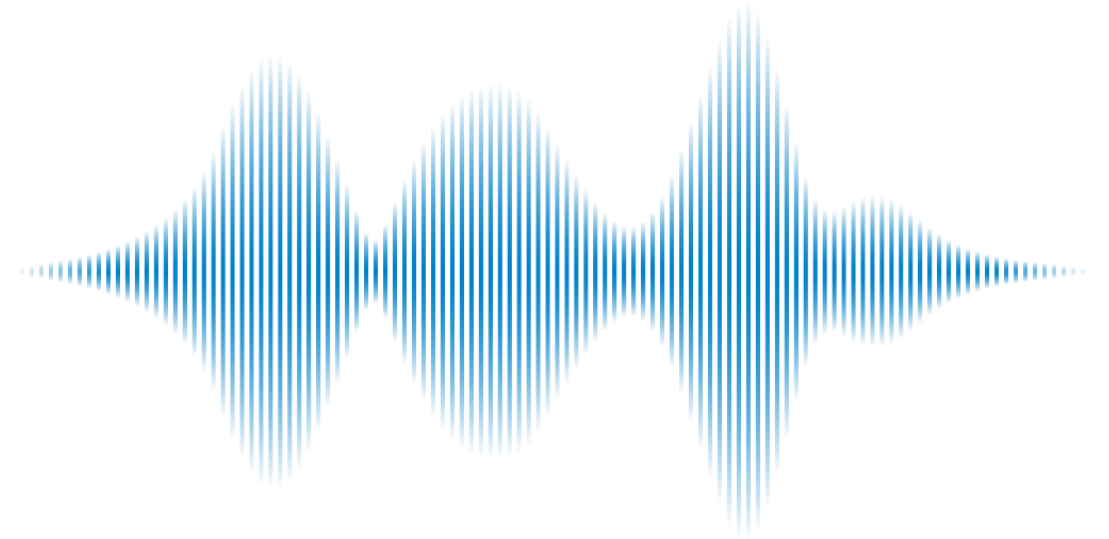
Q&A



Thank you!

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Appendix



Appendix

Sales by segment and sales components – Half-year view

	FY 2021/22			2H 2021/22			1H 2021/22		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
<i>HI business</i>	1,838.4	+25.6%	+25.4%	948.2	+10.8%	+10.6%	890.2	+46.5%	+46.2%
<i>AC business</i>	1,236.8	+29.7%	+29.1%	661.4	+15.1%	+16.7%	575.4	+51.9%	+48.0%
<i>CH business</i>	8.8	n/a	n/a	8.8	n/a	n/a	-	n/a	n/a
HI segment	3,084.0	+27.6%	+27.2%	1,618.5	+13.1%	+13.7%	1,465.6	+48.6%	+46.9%
CI segment	279.9	+51.7%	+51.7%	141.6	+39.7%	+38.9%	138.3	+66.4%	+67.3%
Total Sonova	3,363.9	+29.3%	+29.0%	1,760.1	+14.9%	+15.4%	1,603.8	+49.9%	+48.5%
Δ organic	+691.4		+26.6%	192.6		+12.6%	+498.9		+46.6%
Δ acquisitions	+63.3		+2.4%	43.5		+2.8%	+19.8		+1.8%
Δ disposals	-0.9		-0.0%	-0.7		-0.0%	-0.2		-0.0%
Δ FX	+8.2	+0.3%		-7.5	-0.5%		+15.7	+1.5%	

Appendix

Business performance – Hearing Instruments segment

Hearing Instruments business

	FY 2021/22			2H 2021/22			1H 2021/22		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	1,838.4	+25.6%	+25.4%	948.2	+10.8%	+10.6%	890.2	+46.5%	+46.2%
Δ organic	+372.7		+25.5%	+91.5		+10.7%	+281.1		+46.2%
Δ acquisitions	+0.1		+0.0%	+0.1		+0.0%	-		-
Δ disposals	-0.9		-0.1%	-0.7		-0.1%	-0.2		-0.0%
Δ FX	+2.6	+0.2%		+1.2	+0.1%		+1.4	+0.2%	

Audiological Care business

	FY 2021/22			2H 2021/22			1H 2021/22		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	1,236.8	+29.7%	+29.1%	661.5	+15.1%	+16.7%	575.4	+51.9%	+48.0%
Δ organic	+223.4		+23.4%	+61.6		+10.7%	+161.8		+42.7%
Δ acquisitions	+54.4		+5.7%	+34.6		+6.0%	+19.8		+5.2%
Δ FX	+5.5	+0.6%		-9.5	-1.7%		+15.1	+3.9%	

Appendix

Non-GAAP adjustments

Adjustments for (in CHF m):	2021/22			2020/21		
	FY	2H	1H	FY	2H	1H
Restructuring	+13.5	+6.1	+7.4	+38.8	+16.9	+21.9
<i>thereof HI segment</i>	+12.9	+6.4	+6.5	+36.5	+15.7	+20.8
<i>thereof CI segment</i>	+0.6	-0.3	+0.9	+2.3	+1.2	+1.1
Patent infringement lawsuit				-124.4	-25.4	-99.0
Transaction and integration costs for acquisition of Sennheiser Consumer Division and Alpaca	+12.0	+7.0	+5.0	+25.3		-
Settlement agreement in principle with the DOJ and ongoing patent litigation in the CI segment	+16.0	+16.0				
Total adjustments to EBITA	+41.5	+29.1	+12.5	-60.3	+16.8	-77.1
Impact from tax reforms (affecting net profit and EPS)	-17.5	-17.5	-	-28.0	-28.0	-

Note: positive values indicate a positive impact on the adjusted vs. the respective reported financial metric and vice versa

Appendix

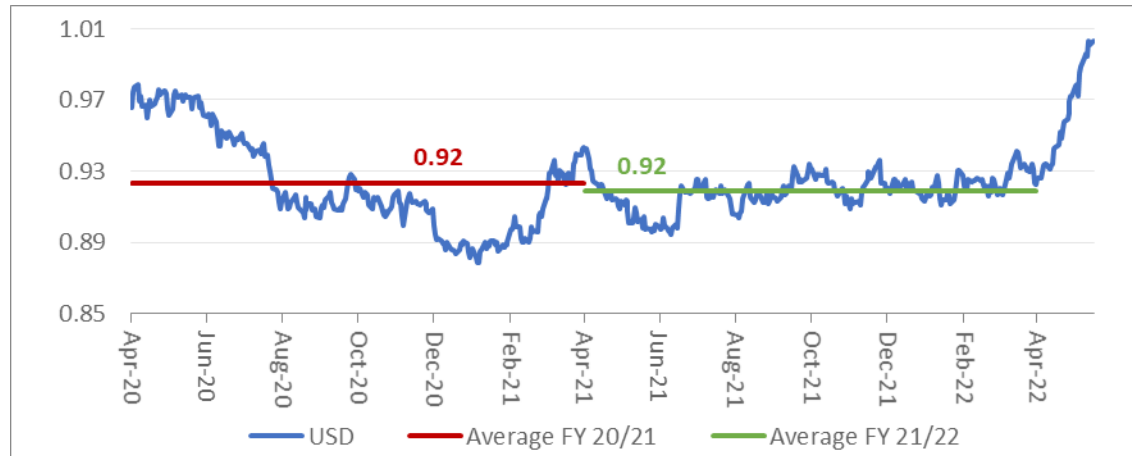
Cash flow statement

	FY 2021/22		FY 2020/21
	CHF m	Δ % in CHF	CHF m
Income before taxes	728.2	+21.3%	600.4
<i>Depreciation & amortization</i>	211.1	-5.2%	222.7
<i>Working Capital</i>	-18.9	-54.2%	-41.3
<i>Other cash effects</i>	32.6	-14.0%	37.9
<i>Tax paid</i>	-46.7	-38.9%	-76.3
<i>Financial result</i>	34.9	+66.1%	21.0
Operating Cash Flow	941.1	+23.1%	764.4
<i>Payments for lease liabilities</i>	-67.6	-4.3%	-70.7
<i>Capex</i>	-106.6	+19.5%	-89.2
<i>Other movements in financial assets</i>	-3.2	+56.5%	-2.0
Operating Free Cash Flow	763.7	+26.8%	602.4
<i>Net M&A</i>	-596.1	+1852.1%	-30.5
Free Cash Flow	167.6	-70.7%	571.9
Cash flow from financing activities	-1,392.4	NM	676.1

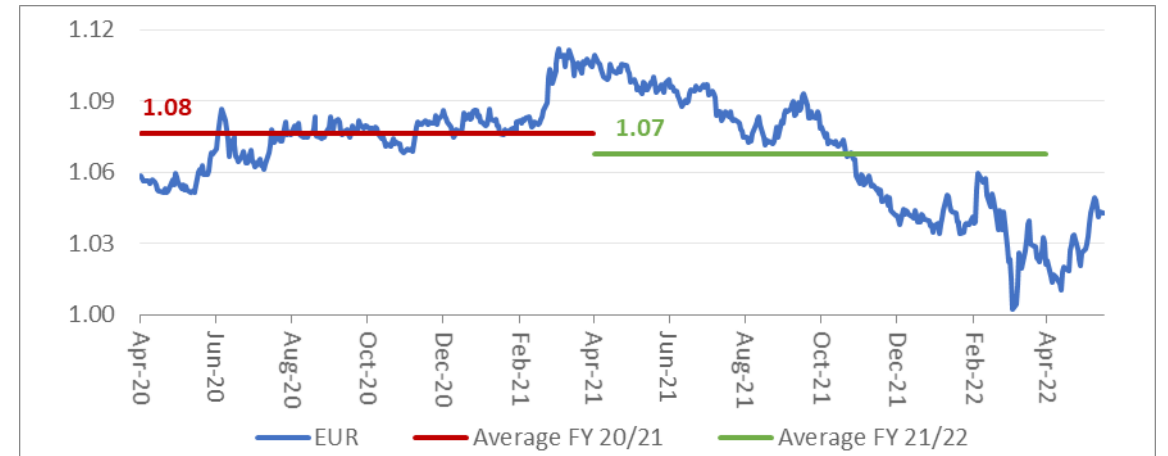
Appendix

Sonova Group – FX impact on sales and margins

USD/CHF



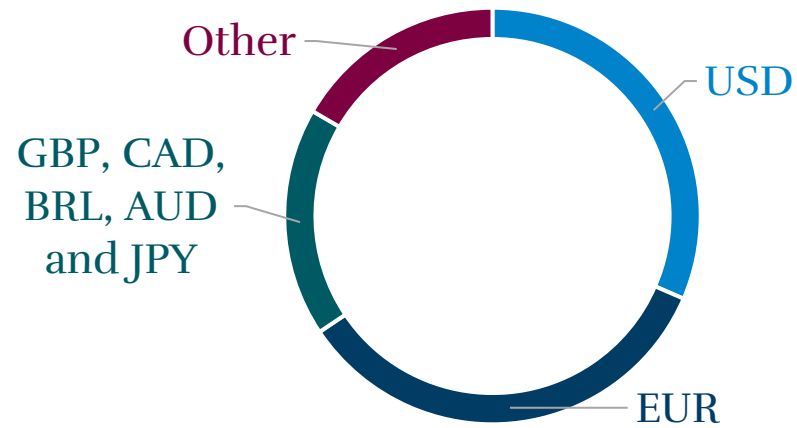
EUR/CHF



	Rate	Sales	EBITA
USD/CHF	+/- 5%	+/- CHF 64 million	+/- CHF 20 million
EUR/CHF	+/- 5%	+/- CHF 70 million	+/- CHF 29 million

Appendix

Sonova Group – Sales by currency and FX rates



	FY-20/21	1H-21/22	2H-21/22	FY-21/22	Effect FY-21/22	Spot May-2022
USD	0.92	0.91	0.92	0.92	=	1.00
EUR	1.08	1.09	1.05	1.07	-	1.04
GBP	1.21	1.27	1.24	1.26	+	1.23
CAD	0.70	0.74	0.73	0.73	+	0.77
AUD	0.66	0.69	0.67	0.68	+	0.69
BRL	0.17	0.17	0.16	0.17	=	0.20
JPY 100	0.87	0.83	0.81	0.82	-	0.77