

Half-Year Results 2022/23

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Sound result considering market challenges

- **Solid sales growth across all businesses** despite slower growth in specific higher price markets
- **Profitability development** reflecting market headwinds, FX and expected dilution from first time consolidation of recent acquisitions
- **Continued focus on innovation** with successful launch of Phonak Lumity platform, delivering improved hearing performance
- **Broadening consumer access and market reach** through further AC network expansion and entry into the consumer hearing market
- **Guidance remains in place** – expecting to reach the lower end of the FY 2022/23 range



sonova
HEAR THE WORLD

PHONAK

unitron

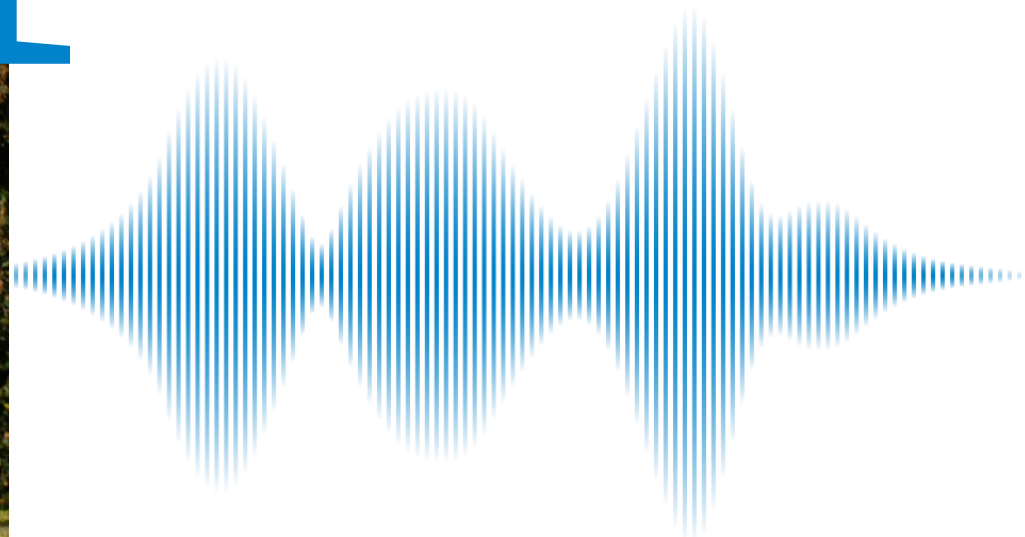
AudioNova

SENNHEISER

AB
ADVANCED
BIONICS



Sonova Group



Sonova Group results

Key highlights – HY 2022/23

Sales



CHF 1,847 m
+17.9% in LC
+15.1% in CHF

EPS (adj.)



CHF 4.90 per share
+7.0% in LC
+0.8% in CHF

Sales outlook



+15-19%
growth in LC
in FY 2022/23

EBITA (adj.)



CHF 398.1 m
+3.0% in LC
-2.0% in CHF

Innovation



Phonak Lumity
Successful launch
and positive market
response

EBITA (adj.) outlook



+ 6-10%
growth in LC
in FY 2022/23

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

Strategic highlights throughout 1H 2022/23

Progress of key deliverables



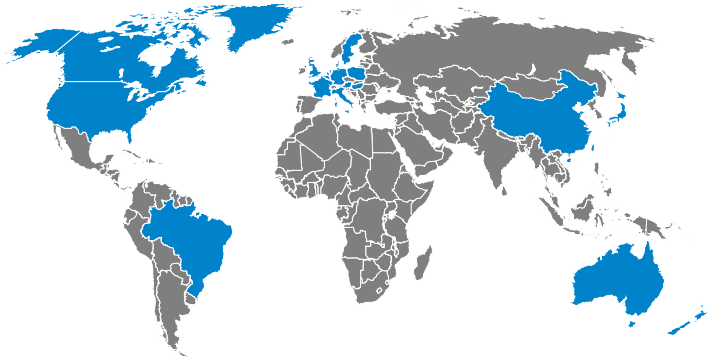
Lead innovation	<ul style="list-style-type: none">– Introduced new Phonak Lumity platform with material improvement in speech understanding– Added new functionalities such as waterproofing and sensor technology to hearing aids– Successfully launched Momentum True Wireless 3 and Momentum 4
Expand consumer access	<ul style="list-style-type: none">– Established Digital Lead Generation Hub and World of Hearing store concept, expanding access to younger consumers– Introduced TV Clear – first Sonova product launched under the Sennheiser brand
Extend customer reach	<ul style="list-style-type: none">– Building up value-added service offerings and loyalty programs for independents– Expanding salesforce in HI and CI, enabling better coverage of competitive accounts– Leveraging own stores and Phonak customers to grow CI recipient funnel
Invest in high growth markets	<ul style="list-style-type: none">– Set the stage in China through digital marketing and direct consumer sales activities– Expanding AC with the planned HYSOUND acquisition adding ~200 hearing aid clinics in China
Drive continuous improvement	<ul style="list-style-type: none">– Improved labor productivity by >10% p.a. through >100 targeted Kaizens p.a. in operations– Elevated territory and sales funnel management to increase the number of customer visits per day and sales conversion rates
Leverage M&A	<ul style="list-style-type: none">– Sennheiser Consumer Business delivering on plan and integration well on track– Added >400 AC stores through M&A and >100 through green field openings in FY 2021/22

► Continuing to deliver along the 6 pillars of our strategy

Expanding presence in established and high growth markets

Audiological Care – Significant increase in store footprint and consumer access

Strengthening existing store network*



Continued investments in bolt-ons

- More than CHF 60 million invested in 1H 2022/23, adding around 70 POS with a focus on the United States

Increasing store density through greenfield openings

- Opened around 50 POS in 1H 2022/23

Integration of Alpaca Audiology on track

- Acquisition closed in March 2022
- Transitional workstreams on track including conversion to Sonova products

Note: *excluding planned acquisition of HYSOUND.

Investing in high growth market in China



Strong digital position in China

- MyAudioNova app, ecosystem on WeChat and 11 online sales channels
- Online Phonak flagship stores on Alibaba's T-Mall and JD

Own AudioNova store development

- Successful development of AudioNova store format and opening of first World of Hearing store format in Shanghai area

Planned acquisition of HYSOUND

- Leading national player, planned to add around 200 clinics
- Closing expected in 2H 2022/23

► Continued investment – Build-out of omni-channel presence in China with planned HYSOUND acquisition

Lead innovation

Successful launch of new hearing instrument platform

Phonak Audéo Lumity

Improved speech understanding in challenging hearing situations^{1,2}

Easy to use, rechargeable with new charger



2nd generation of **the world's first waterproof**, rechargeable hearing aid

Universal connectivity to a multitude of Bluetooth enabled devices

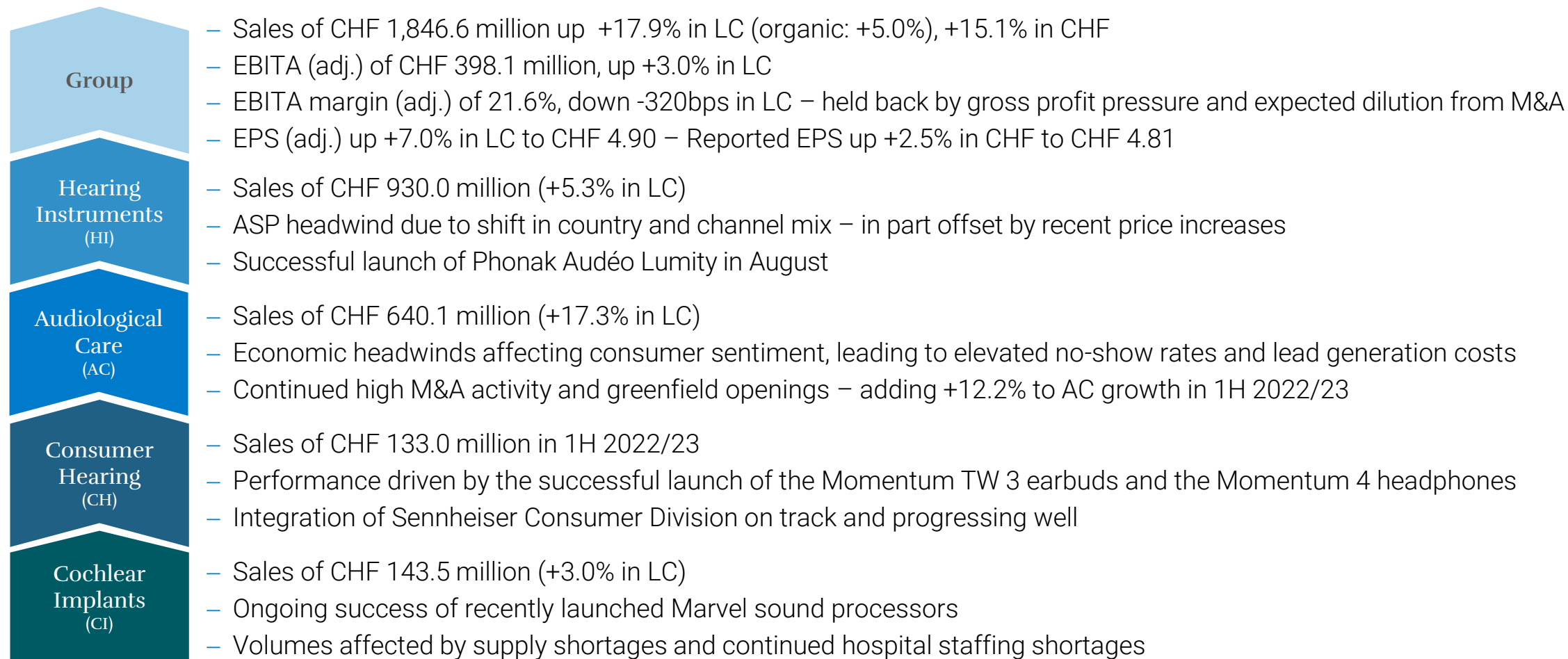
¹ Appleton, J. (2020) AutoSense OS 4.0 - significantly less listening effort and preferred for speech intelligibility. Phonak Field Study News retrieved from www.phonakpro.com/evidence.

² Woodward, J and Latzel, M (2022) New implementation of directional beamforming configurations show improved speech understanding and reduced listening effort. Phonak Field Study News in preparation. Expected end of 2022.

► **Significant advancement in speech understanding – Strong initial customer response**

Sonova Group results

Summary 1H 2022/23



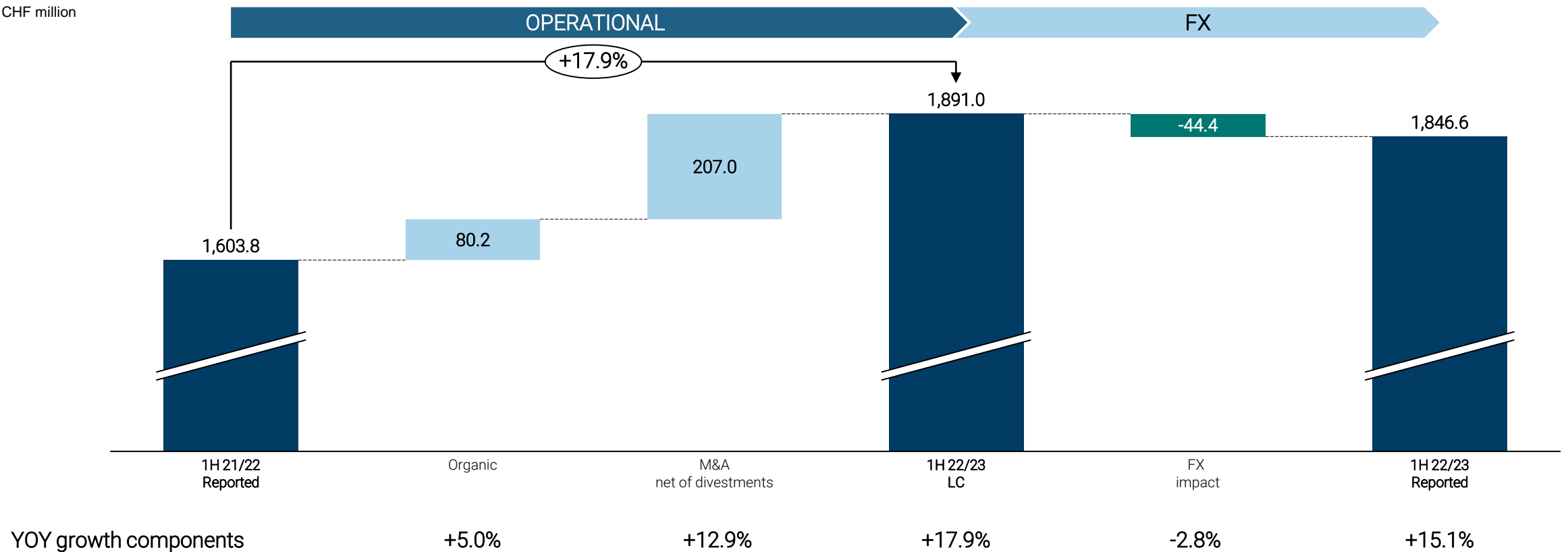
Note: adj. refers to adjusted figures; for details, please refer to Appendix – Non-GAAP adjustments.

► **Good growth performance despite slower than expected market development**

Sonova Group results

Sales components

in CHF million

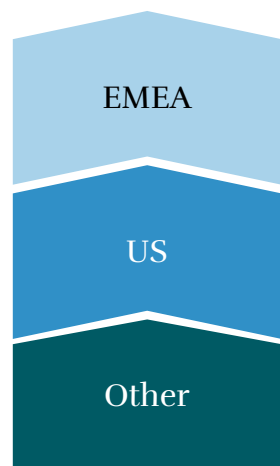


► Solid organic growth and strong contribution from acquisitions – Significant headwind from FX

Sonova Group results

Sales by regions and key markets

	iH 2022/23			iH 2021/22	
	CHF m	Δ % in LC	% Group sales	CHF m	% Group sales
EMEA	879.8	+14.9%	47%	830.6	52%
USA	602.7	+14.2%	33%	499.8	31%
Americas (excl. USA)	140.1	+16.1%	8%	116.9	7%
Asia / Pacific	224.0	+47.1%	12%	156.6	10%
Total Sonova	1,846.6	+17.9%	100%	1,603.8	100%



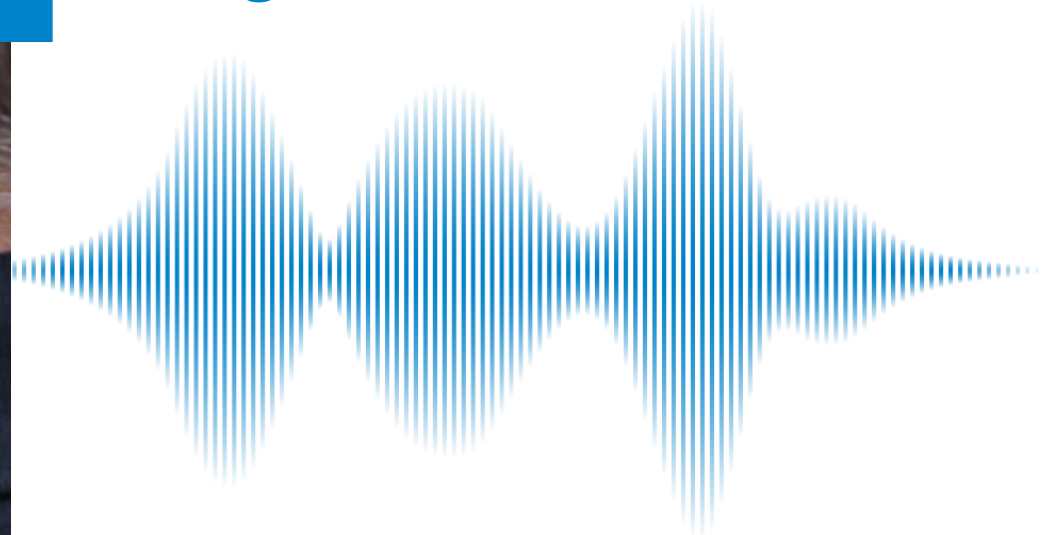
- Robust development in key markets incl. DE, NL and Nordics despite macroeconomic headwinds
- Growth held back by market decline in FR after reimbursement change in 2021 and softness in the UK private market
- Growth held back by declining volumes in the US private market – partly offset by good growth in the VA channel
- Development supported by the recent acquisitions in AC, in particular Alpaca Audiology
- Americas (excl. the US) helped by acquisitions – growth supported by solid performance in CA
- APAC sales lifted by acquisitions, incl. Sennheiser – added to by low comparison base due to lockdowns in AU in PY

► **Growth across all regions, supported by acquisitions – Market headwinds in the US**



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Hearing Instruments segment



Hearing Instruments segment

Highlights

Sales

CHF 1,703m

+19.3% vs. PY in LC

+5.2% organic growth

EBITA (adj.)

CHF 379m

+2.0% vs. PY in LC

Margin: 22.2%

Margin YOY: -380bps in LC

HI business

Sales:

CHF 930m

+5.3% vs. PY in LC

+5.3% organic growth

AC business

Sales:

CHF 640m

+17.3% vs. PY in LC

+5.1% organic growth

CH business

Sales:

CHF 133m

Segment sales

- Solid organic growth considering macroeconomic headwinds
- Successful launch of Phonak Lumity
- Strong contribution from the acquisitions in AC and Sennheiser Consumer Division

Segment profitability

- Subdued volume growth in specific higher price markets resulting in global ASP pressure
- Continued headwinds from elevated transportation and component costs – some signs of improvement
- Expected dilutive effect from first time consolidation of recent acquisitions

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

► **Solid organic growth – Profitability affected by input costs and expected dilutive effect from M&A**

Hearing Instruments segment

Sales dynamics – Hearing Instruments business

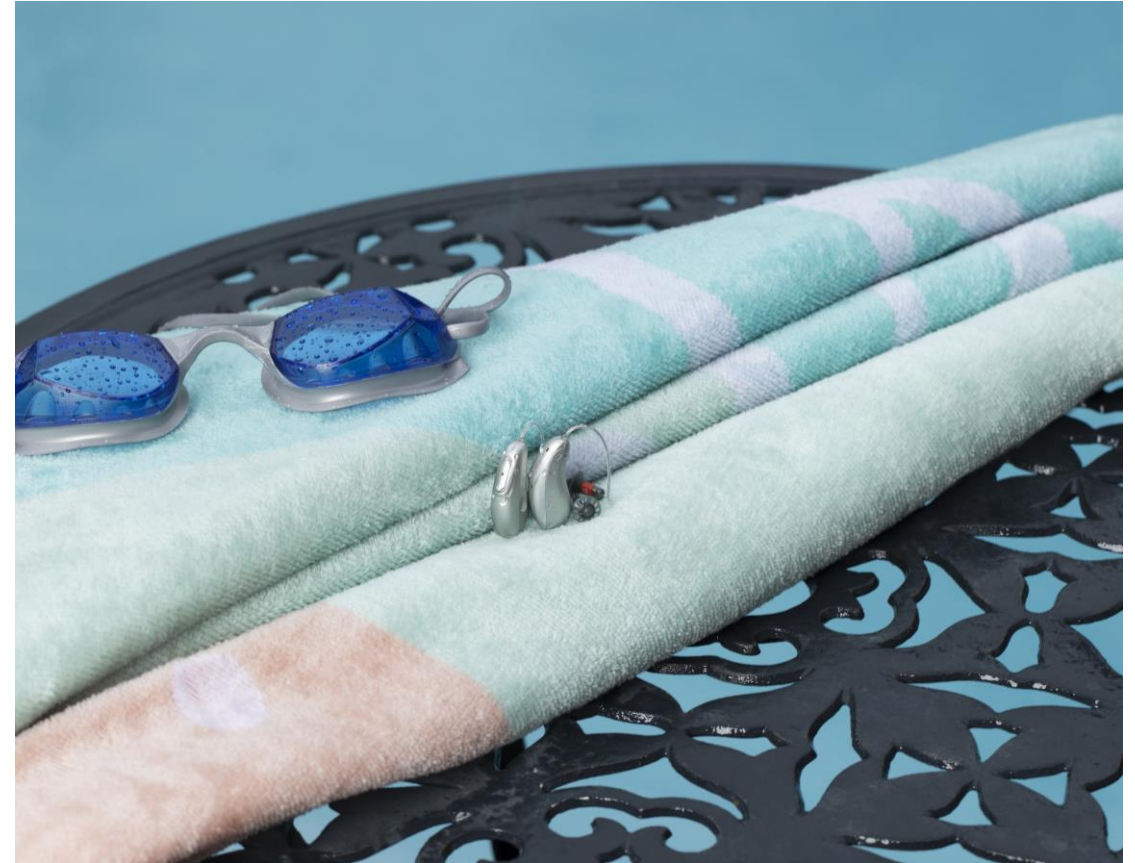
HI business
sales: CHF 930m

+5.3% vs. PY in LC

+5.3% organic growth

- Development held back by a subdued development in specific higher price markets, incl. the US private market
- Successful launch of new Phonak Lumity platform – growth contribution in the final 6 weeks of the reporting period
- Introduction of Unitron Insera custom products based on the BLU platform in September
- Benefiting from price increases implemented in July
- Maintaining market leading position with the VA

► **Momentum held back by subdued market development – Successful launch of Phonak Lumity platform**



Hearing Instruments segment

Sales dynamics – Audiological Care business

AC business
sales: CHF 640m

+17.3% vs. PY in LC

+5.1% organic growth

- High M&A activity and greenfield openings lifting growth
- First time consolidation of Alpaca Audiology adding around 220 POS in the US – integration on track
- Further development of omni-channel strategy to increase consumer access and enable flexible consumer journey
- Economic headwinds affecting consumer sentiment, leading to elevated no-show rates and lead generation costs



► Increasing consumer access through omni-channel strategy – Continued high M&A activity

Hearing Instruments segment

Sales dynamics – Consumer Hearing business

CH business
sales: CHF 133m

- Business performing as expected, supported by new products – delivering YOY growth
- Successful launch of the Momentum True Wireless 3 earbuds and Momentum 4 Wireless headphones
- Introduced TV Clear, the first Sonova developed product launched under the Sennheiser brand
- Planning to launch first speech enhanced hearable within the current financial year

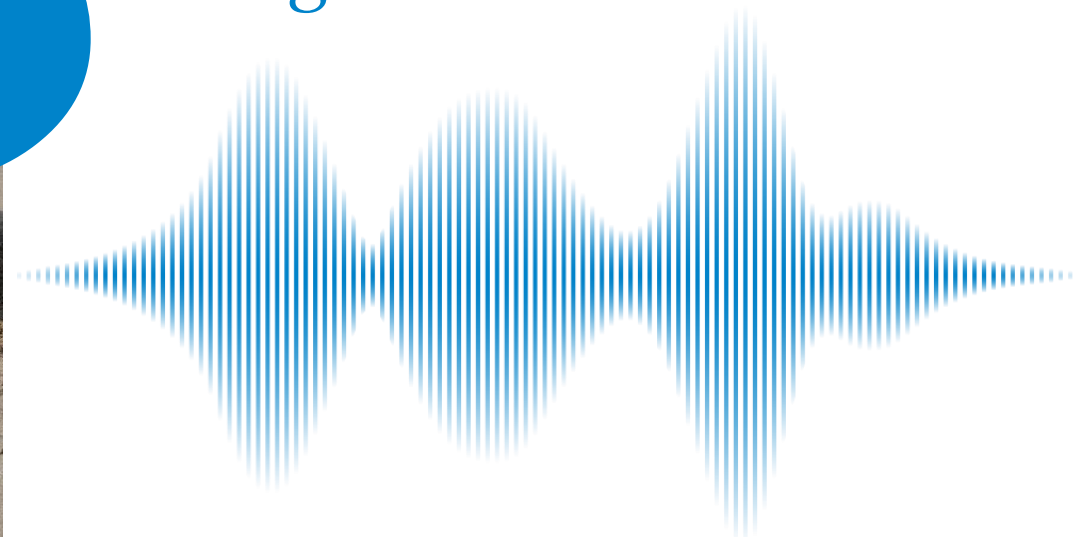


► **Business on track and progressing well – Successful introduction of new products**



3

Cochlear Implants segment



Cochlear Implants segment

Highlights

Sales
CHF 143.5m

+3.0% vs. PY in LC

EBITA (adj.)
CHF 19.5m

+25.2% vs. PY in LC

Margin: 13.6%

Margin YOY: +280bps in LC

System sales
CHF 93.3m

+3.6% vs. PY in LC

Upgrade sales
CHF 50.2m

+1.8% vs. PY in LC

Cochlear implant systems

- Momentum held back by supply shortages and continued hospital staffing challenges
- Headwind from injunction in DE related to patent dispute – sales restarted in October due to preliminary suspension of the injunction

Upgrades and accessories

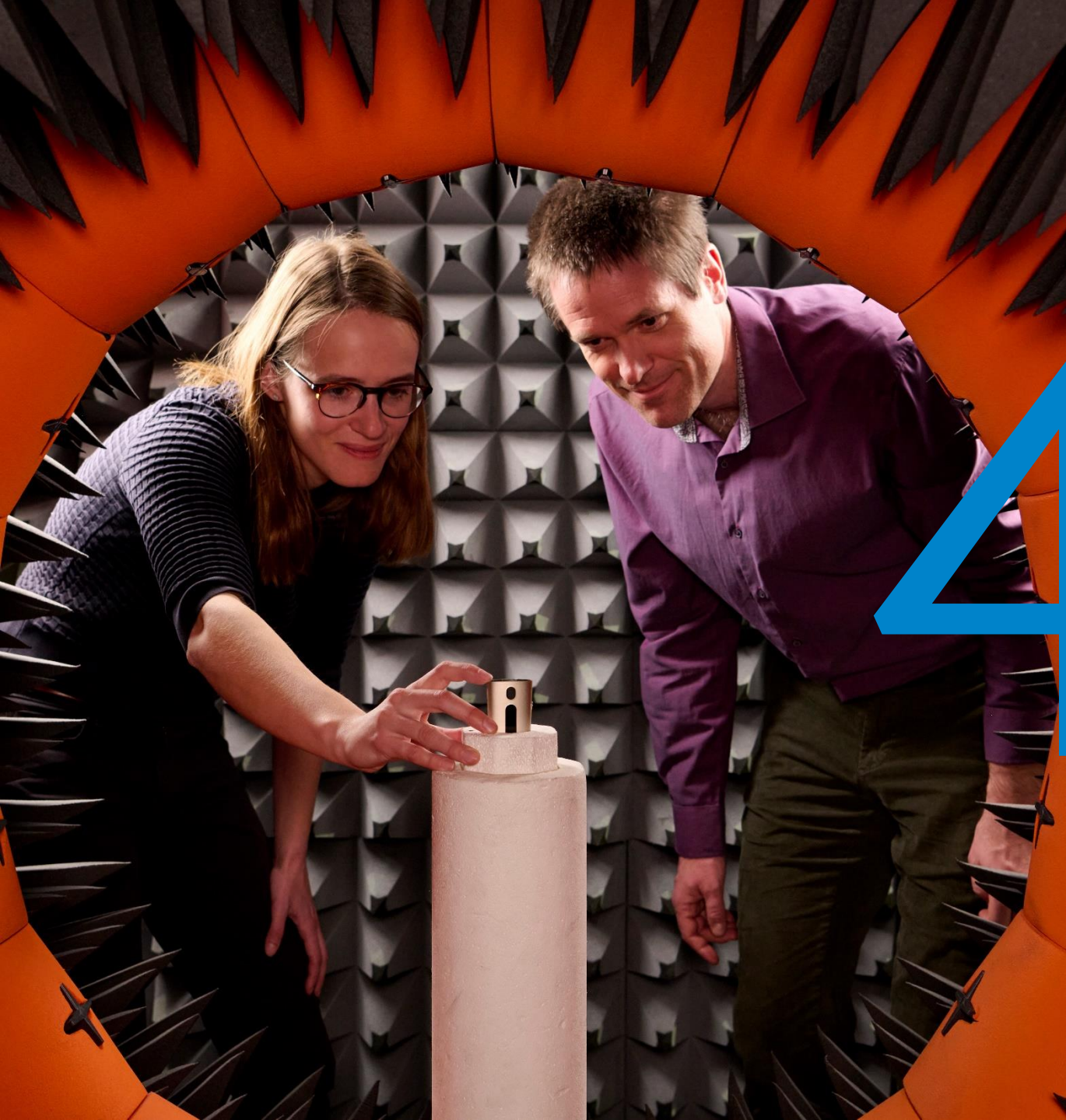
- Solid growth despite high PY comparison base
- Ongoing success of recently launched sound processors, based on proven Marvel technology

Segment profitability

- Continued margin expansion despite modest YOY topline growth

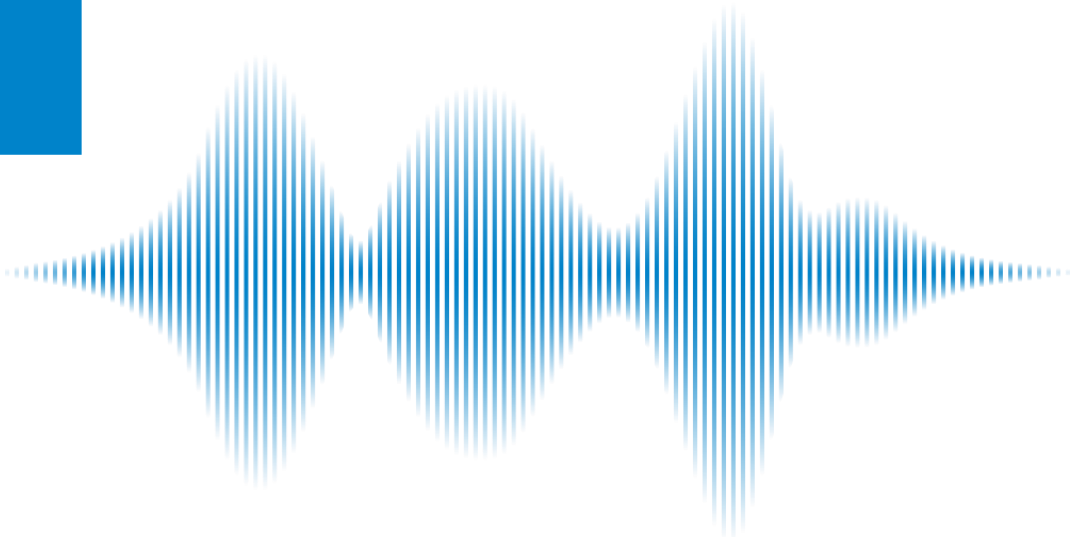
Note: adj. refers to adjusted figures; for details, please refer to Appendix – Non-GAAP adjustments.

► **Solid growth in both systems and upgrades despite headwinds – Further profitability improvement**



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Financial Information



Financial information

Sonova Group – Financial highlights



Sales

- Sales of CHF 1,846.6 million
- Growth of +17.9% in LC (organic +5.0%), +15.1% in CHF – significant negative FX impact: CHF -44.4 million (-2.8%)
- Sound growth momentum, considering a slower than anticipated market development

Profitability

- Gross profit margin (adj.) of 69.6%, -350bps in LC – reflecting consolidation effect, adverse mix shift and higher input costs
- EBITA (adj.) of CHF 398.1 million, up +3.0% in LC, margin of 21.6%, down -320bps in LC
- YOY margin development driven by gross profit headwinds and expected dilution from M&A
- EPS (adj.) of CHF 4.90, up +7.0% in LC – development in CHF largely offset by negative FX (+0.8%)

OpFCF

- Operating free cash flow (OpFCF) at CHF 185.3 million, down -45.1% YOY
- YOY development driven by increase in NWC – mainly related to lower payables & accruals as well as receivables build-up related to the acquisition of the Sennheiser Consumer Division
- Lower cash conversion reflecting rise in NWC and normalization of CAPEX levels

TSR & Balance Sheet

- New share buyback program started in April – CHF 304 million bought back by September 30, 2022
- Net debt position at CHF 1,497.3 million, mainly driven by share buyback program and dividend payments
- Net debt/EBITDA ratio of 1.5x – in line with target range of 1.0-1.5x

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

Sonova Group results

Key financials

	iH 2022/23	iH2021/22	Δ % in LC	Δ % in CHF
	CHF m	CHF m	vs. iH 2021/22	vs. iH 2021/22
Sales HI segment	1,703.2	1,465.6	+19.3%	+16.2%
<i>Sales HI business</i>	930.0	890.2	+5.3%	+4.5%
<i>Sales AC business</i>	640.1	575.4	+17.3%	+11.3%
<i>Sales CH business</i>	133.0	-	n/a	n/a
Sales CI segment	143.5	138.3	+3.0%	+3.8%
Total sales	1,846.6	1,603.8	+17.9%	+15.1%
Gross profit (adj.)	1,284.4	1,183.1	+12.3%	+8.6%
<i>Gross margin (adj.)</i>	<i>69.6%</i>	<i>73.8%</i>	<i>-350bps</i>	<i>-420bps</i>
OPEX (adj.)	886.3	776.7	+17.2%	+14.1%
<i>OPEX in % of sales (adj.)</i>	<i>48.0%</i>	<i>48.4%</i>	<i>-30bps</i>	<i>-40bps</i>
EBITA (adj.)	398.1	406.4	+3.0%	-2.0%
<i>EBITA margin (adj.)</i>	<i>21.6%</i>	<i>25.3%</i>	<i>-320bps</i>	<i>-380bps</i>
EPS (adj. in CHF)	4.90	4.86	+7.0%	+0.8%

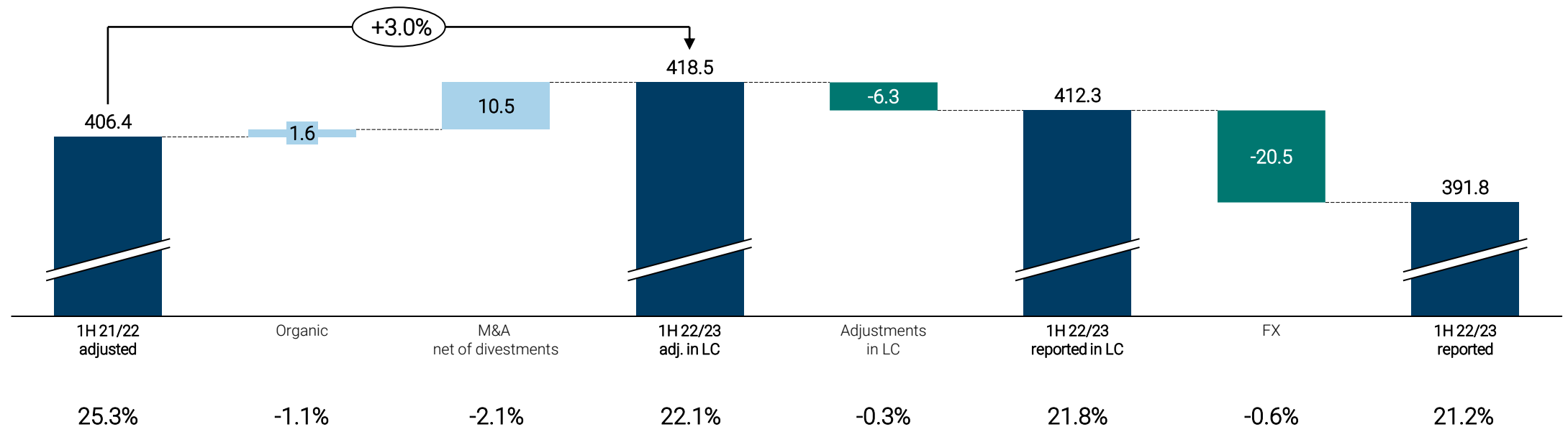
Note: adj. refers to adjusted figures; for details, please refer to Appendix – Non-GAAP adjustments.

► **Growth in all businesses – Profitability affected by FX, mix, input costs and initial consolidation effects**

Financial information

Sonova Group – EBITA Components

in CHF million



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

► **YOY margin development impacted by gross margin pressures, expected dilution from M&A and FX**

Financial information

Sonova Group – Key financials – As reported and adjusted

	1H 2022/23		Δ % in LC	Δ margin in LC	Comments
	CHF m	Margin			
Sales (reported)	1,846.6		+17.9%		
Gross profit (adj.)	1,284.4	69.6%	+12.3%	-350bps	– Impacted by first-time consolidation effect of lower margin acquisitions – Subdued growth in higher ASP markets and elevated input costs
OPEX (adj.)	886.3		+17.2%		– Approximately 75% of increase driven by acquisitions
EBITA (adj.)	398.1	21.6%	+3.0%	-320bps	
Adjustments	-6.3				– Driven by restructuring, integration and legal expenses
EBITA (reported)	391.8	21.2%	+4.7%	-280bps	
Acq. rel. amortization	-28.0				– Increase driven by recent acquisitions, incl. Sennheiser Consumer Division
EBIT (reported)	363.8	19.7%	+2.9%	-300bps	
Financial result	-13.3				
Tax	-54.3				– Underlying tax rate of 15.5% (1H 2021/22: 14.5%)
Net profit (reported)	296.2	16.0%	+4.3%	-220bps	
EPS (adj. in CHF)	4.90		+7.0%		– Partly lifted by share buyback – CHF development largely offset by negative FX
EPS (reported. in CHF)	4.81		+8.9%		

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

► Slower markets, supply chain pressure and continued growth investments impacting EBITA margin YOY

Financial information

Sonova Group – Operating expenses excluding acquisition-related amortization

	iH 2022/23		iH 2021/22		Comments
	CHF m	Δ % in LC	CHF m		
Research & development (adj.) in % of sales	-119.2 6.5%	+3.8%	-114.8 7.2%		– Maintaining high investments in innovation
Sales & marketing (adj.) in % of sales	-613.1 33.2%	+22.7%	-517.4 32.3%		– ~70% of increase related to recent acquisitions – Affected by shift in business mix, due to expansion in AC, both through M&A and greenfield
General & administration (adj.) in % of sales	-154.0 8.3%	+8.9%	-144.1 9.0%		– ~90% of increase driven by acquisitions
Other income/expenses (adj.)	-0.0	NM	-0.5		
Total OPEX (adj.) in % of sales	-886.3 48.0%	+17.2%	-776.7 48.4%		
Adjustments	-5.5	NM	-11.0		– 1H 2021/22: restructuring and M&A costs – 1H 2022/23: restructuring, M&A and litigation cost
Total OPEX (reported) in % of sales	-891.8 48.3%	+16.3%	-787.8 49.1%		

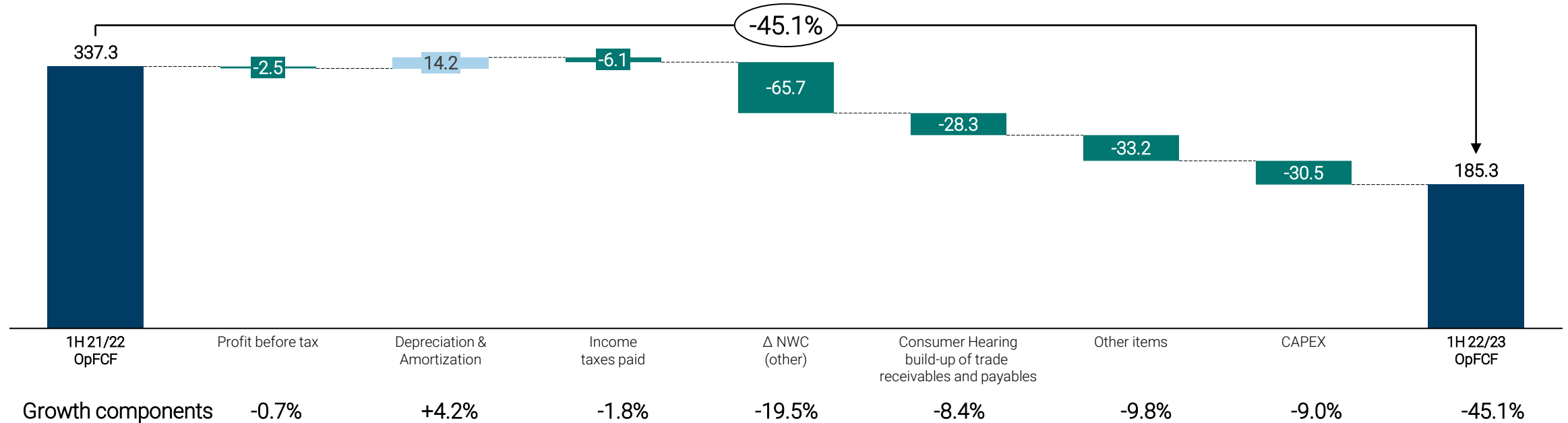
Note: adj. refers to adjusted figures; for details, please refer to Appendix – Non-GAAP adjustments.

► Cost development reflecting recent acquisitions and good cost discipline

Financial information

Sonova Group – Operating Free Cash Flow

in CHF million



- **NWC:** Nearly half of the increase driven by lower payables from payments related to a safety inventory build-up at the end of FY 21/22; remainder primarily from lower accruals associated to payment timing for various business projects as well as lower accruals for equity-based payments due to a lower share price in 2022.
- **Build-up in working capital for Consumer Hearing business:** Acquisition of Sennheiser Consumer Division without receivables and payables.
- **Other items:** Increased lease payments related to AC network expansion, movements in financial assets and lower financial expenses.

Financial information

Sonova Group – Balance sheet

CHF m	30 Sep 2022	30 Sep 2021	Comments
Days sales outstanding (DSO)	51	54	– Continued strong receivable collection
Days inventory outstanding (DIO)	148	149	– Reduction from process improvement vs. year end – Impacted by safety stock and product launches
Capital employed	3,498.1	2,917.2	– Higher intangibles from acquisitions
ROCE (reported)	23.4%	27.3%	– YOY development driven by acquisitions and profit development
Net debt	1,497.3	345.3	– Increase related to share buyback program, dividend payments and step-up in M&A
Net debt/EBITDA	1.5x	0.3x	

Note: DSO and DIO calculated on a 90 day basis; net debt/EBITDA ratio calculated based on net debt as of 30 September 2022, divided by 12-months rolling reported EBITDA.

► Continued strong receivable collection – Higher leverage as a result of share buyback program and M&A

Financial information

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

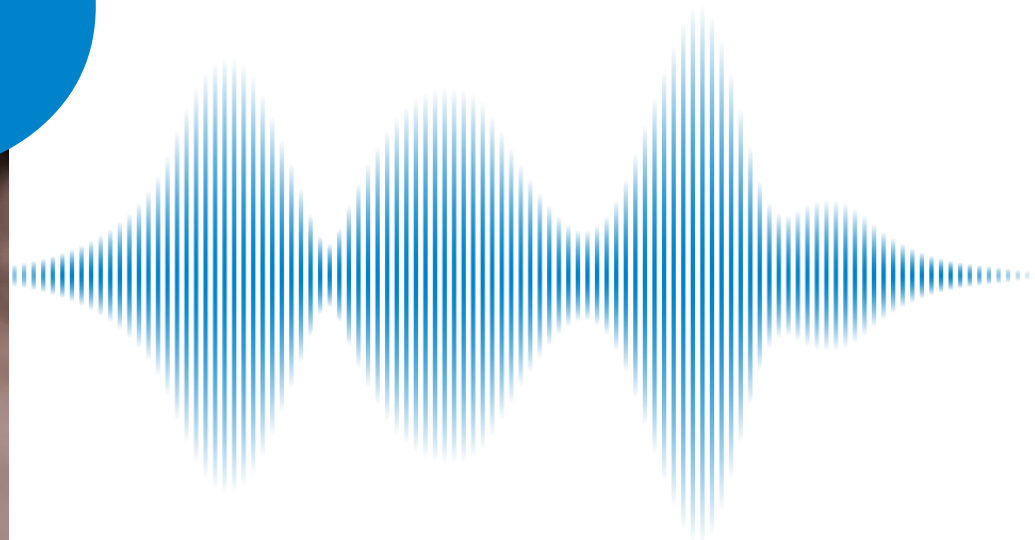
Sonova TSR strategy	1H 2022/23
1. Acquisitions <ul style="list-style-type: none">– Bolt-ons: CHF 70-100 million p.a.– Strategic and technology acquisitions	<ul style="list-style-type: none">– Total M&A cash-out: more than CHF 85 million, mainly spent for further AC network expansion
2. Attractive dividend <ul style="list-style-type: none">– Maintain payout ratio of around 40%	<ul style="list-style-type: none">– CHF 268 million distributed with dividend up 37.5% YOY, representing a payout ratio of 41.0%
3. Healthy balance sheet <ul style="list-style-type: none">– Targeting net debt/EBITDA ratio of 1.0-1.5x	<ul style="list-style-type: none">– Equity ratio of 38.5%– Net Debt/EBITDA ratio of 1.5x
4. Share buyback <ul style="list-style-type: none">– New three-year buyback program of up to CHF 1.5 billion	<ul style="list-style-type: none">– New buyback program started in April 2022– Approximately CHF 300 million bought back

► **TSR strategy aimed at creating shareholder value through three avenues**



5

Outlook



Outlook

Considerations for 2H 2022/23

Hearing Care Market

- Inflationary pressures expected to persist
- Consumer sentiment believed to remain muted
- Slow start into the period signals expected sequential market slowdown vs. 1H and implies limited market growth in 2H
- Market momentum subject to higher-than-normal volatility, reflecting macroeconomic uncertainty

Sonova

- Guidance remains in place, reflecting current market assumptions – expecting to reach the lower end of the FY 22/23 range
- Lumity platform and contribution from recent price increases to lift average selling price (ASP) for the entire period
- Renewal of large contract with individual client in the US unlikely – temporary suspension ongoing
- Further expanding AC network through bolt-ons, additionally planned HYSOUND acquisition to add ~200 POS
- CH business to benefit from significantly higher sales during the important Christmas season
- Gradual easing of supply chain constraints and transportation costs expected

► **Guidance remains in place – Expecting to reach the lower end of the FY 2022/23 range**

Outlook

Guidance and mid-term target

In LC	Guidance FY 2022/23	Mid-term Target
Sales growth	+15% to +19%	+6% to +9% p.a.
adj. EBITA growth	+6% to +10%	+7% to +11% p.a.

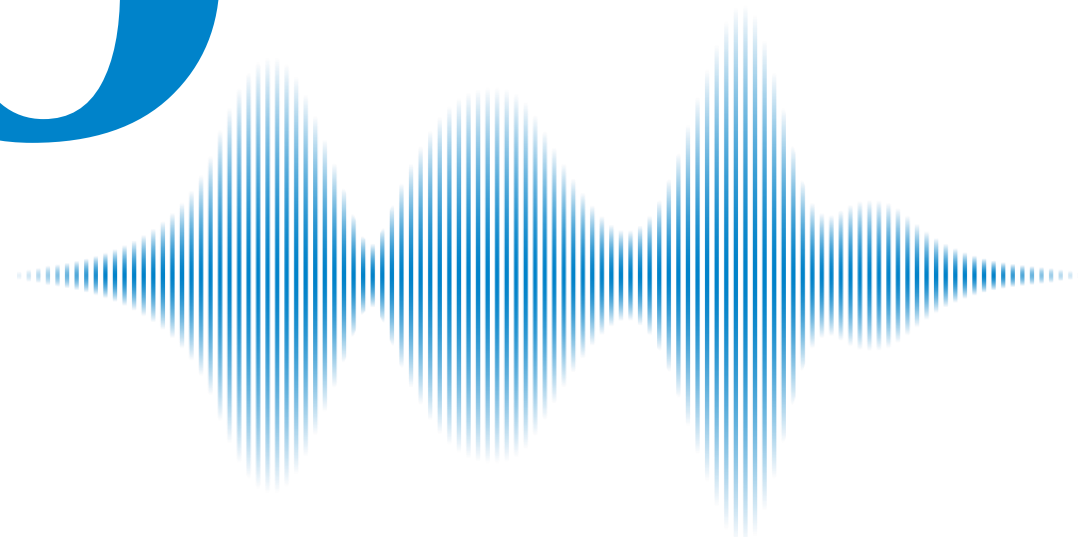
Note: adj. refers to adjusted figures; for details, please refer to Appendix – Non-GAAP adjustments.

- Attractive fundamentals of hearing care market remain intact
- Expecting to reach the lower end of the guidance ranges, reflecting a slowdown of the global hearing care market due to the ongoing macroeconomic challenges
- Reflecting exchange rates as of the end of October 2022, reported sales growth in Swiss francs are expected to be reduced by ~2 %-pts and adj. EBITA growth in Swiss francs to be negatively affected by ~3 %-pts in FY 2022/23



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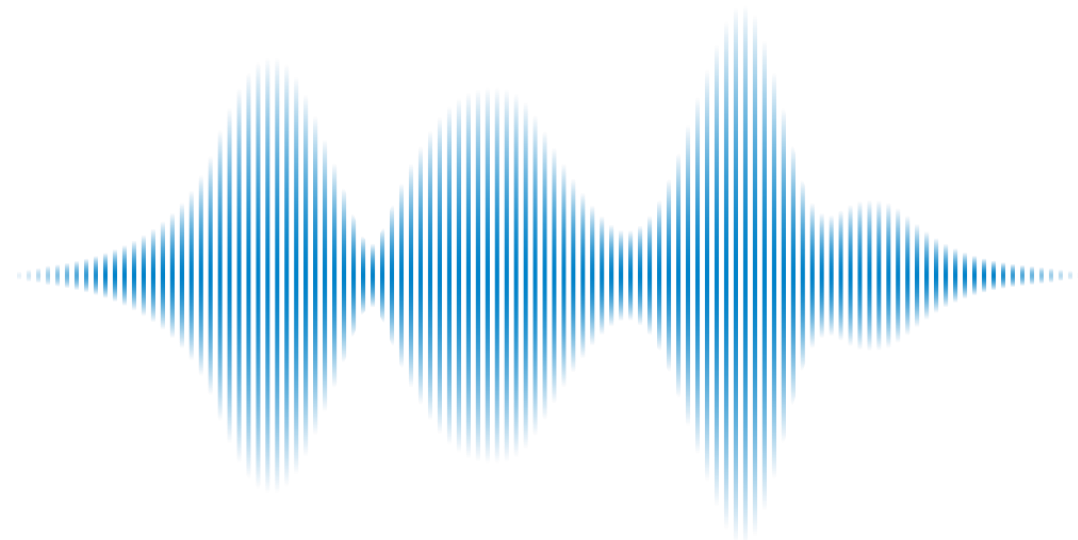
Q&A



Thank you!

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Appendix



Appendix

Sales by segment and sales components

	iH 2022/23			iH 2021/22		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
<i>HI business</i>	930.0	+4.5%	+5.3%	890.2	+46.5%	+46.2%
<i>AC business</i>	640.1	+11.3%	+17.3%	575.4	+51.9%	+48.0%
<i>CH business</i>	133.0	n/a	n/a	-	n/a	n/a
HI segment	1,703.2	+16.2%	+19.3%	1,465.6	+48.6%	+46.9%
CI segment	143.5	+3.8%	+3.0%	138.3	+66.4%	+67.3%
Total Sonova	1,846.6	+15.1%	+17.9%	1,603.8	+49.9%	+48.5%
Δ organic	+80.2	-	+5.0%	+498.9	-	+46.6%
Δ acquisitions	+207.4	-	+12.9%	+19.8	-	+1.8%
Δ disposals	-0.4	-	-0.0%	-0.2	-	-0.0%
Δ FX	-44.4	-2.8%	-	+15.7	+1.5%	-

Appendix

Business performance – Hearing Instruments segment

Hearing Instruments business

	iH 2022/23			iH 2021/22		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	930.0	+4.5%	+5.3%	890.2	+46.5%	+46.2%
Δ organic	+46.8	-	+5.3%	+281.1	-	+46.2%
Δ acquisitions	+0.8	-	+0.1%	-	-	-
Δ disposals	-0.4	-	-0.0%	-0.2	-	-0.0%
Δ FX	-7.3	-0.8%	-	+1.4	+0.2%	-

Audiological Care business

	iH 2022/23			iH 2021/22		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	640.1	+11.3%	+17.3%	575.4	+51.9%	+48.0%
Δ organic	+29.3	-	+5.1%	+161.8	-	+42.7%
Δ acquisitions	+69.9	-	+12.2%	+19.8	-	+5.2%
Δ FX	-34.5	-6.0%	-	+15.1	+3.9%	-

Appendix

Non-GAAP adjustments

Adjustments (in CHF m):	iH 2022/23	iH 2021/22
Restructuring	+2.8	+7.4
<i>thereof HI segment</i>	+2.8	+6.5
<i>thereof CI segment</i>	+0.0	+0.9
Transaction and integration costs (Sennheiser Consumer Division, Alpaca Audiology)	+2.5	+5.0
Patent litigation	+1.0	-
Total adjustments to EBITA	+6.3	+12.5

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

Appendix

Key financials – As reported and adjusted

in CHF million	iH 2022/23	Adjustments				Total	iH 2022/23
	Reported	① Restructuring costs	② Transaction & integration costs	③ Patent litigation		Adjusted	
Sales	1,846.6	-	-	-	-	1,846.6	
Cost of sales	-563.0	+0.7	-	-	+0.7	-562.2	
Gross profit	1,283.7	+0.7	-	-	+0.7	1,284.4	
<i>Research & development</i>	-119.2	+0.0	-	-	+0.0	-119.2	
<i>Sales & marketing</i>	-617.4	+2.6	+1.6	-	+4.2	-613.1	
<i>General & administration</i>	-155.3	-0.6	+0.9	+1.0	+1.3	-154.0	
<i>Other income/(expenses)</i>	-0.0	-	-	-	-	-0.0	
Total OPEX	-891.8	+2.0	+2.5	+1.0	+5.5	-886.3	
EBITA	391.8	+2.8	+2.5	+1.0	+6.3	398.1	
EPS (in CHF)	4.81	+0.03	+0.04	0.02	+0.09	4.90	

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

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

② **Transaction & integration:** costs related to the acquisition and integration of the Sennheiser Consumer Division and Alpaca Audiology

③ **Patent litigation:** costs related to patent litigation with MED-EL

Appendix

Cash flow statement

	1H 2022/23		1H 2021/22
	CHF m	Δ % in CHF	CHF m
Income before taxes	350.5	-0.7%	353.0
<i>Depreciation & amortization</i>	119.0	+13.5%	104.8
<i>Working capital</i>	-142.1	+195.4%	-48.1
<i>Other cash effects</i>	-2.1	-119.8%	10.6
<i>Tax paid</i>	-37.3	+19.2%	-31.3
<i>Financial result</i>	15.0	-27.5%	20.7
Operating cash flow	303.0	-26.1%	409.8
<i>Payments for lease liabilities</i>	-39.5	+19.0%	-33.2
<i>Capex</i>	-68.7	+80.1%	-38.1
<i>Other movements in financial assets</i>	-9.6	+708.3%	-1.2
Operating free cash flow	185.3	-45.1%	337.3
<i>Net M&A</i>	-85.7	+16.3%	-73.7
Free cash flow	99.5	-62.3%	263.6
Cash flow from financing activities	-463.6	NM	-546.6

Appendix

Sonova Group – FX impact on sales and margins

USD/CHF



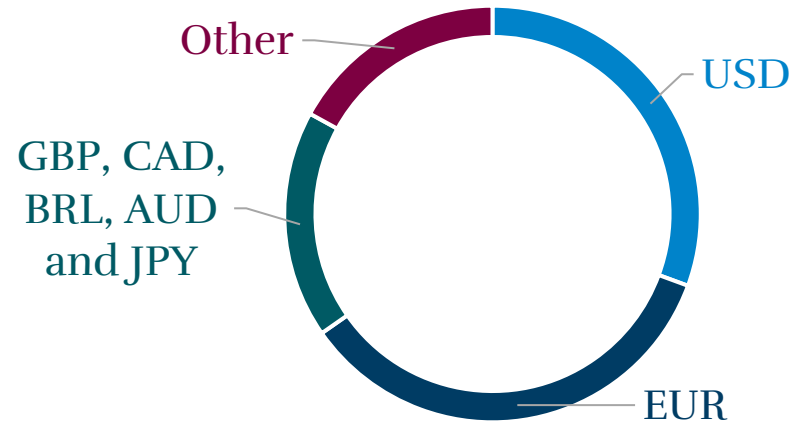
EUR/CHF



	Rate	Sales	EBITA
USD/CHF	+/- 5%	+/- CHF 63 million	+/- CHF 17 million
EUR/CHF	+/- 5%	+/- CHF 64 million	+/- CHF 24 million

Appendix

Sonova Group – Sales by currency and FX rates






	iH-21/22	iH-22/23	Effect iH-22/22	2H-21/22	FY-21/22	Spot Oct-2022
USD	0.91	0.97	+	0.92	0.92	1.00
EUR	1.09	1.00	-	1.05	1.07	0.99
GBP	1.27	1.17	-	1.24	1.26	1.16
CAD	0.74	0.75	+	0.73	0.73	0.73
AUD	0.69	0.67	-	0.67	0.68	0.64
BRL	0.17	0.19	+	0.16	0.17	0.19
JPY 100	0.83	0.72	-	0.81	0.82	0.67

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