

Investor Presentation

May 2024



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sonova
HEAR THE WORLD

PHONAK

unitron

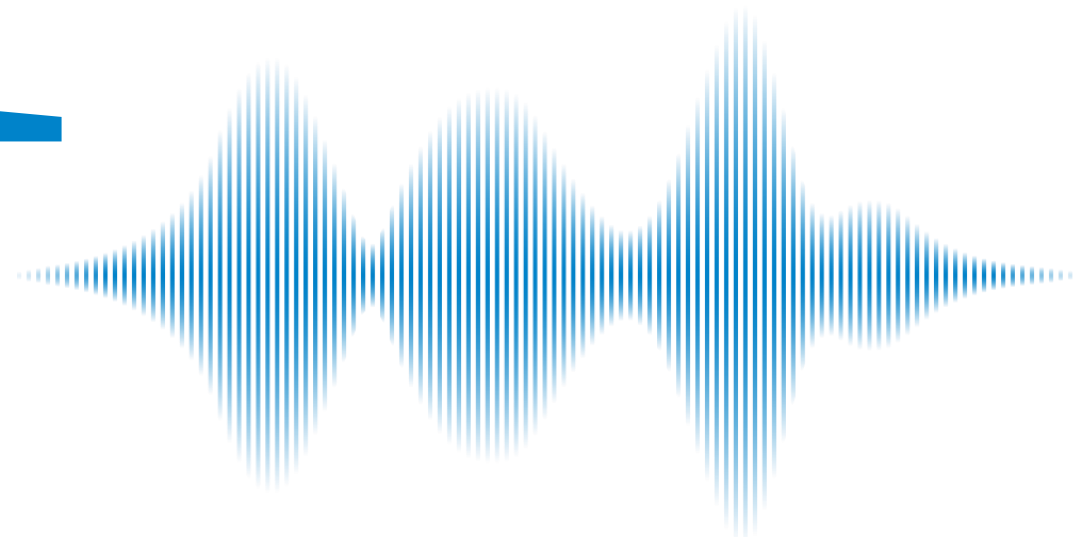
AudioNova

SENNHEISER

AB
ADVANCED
BIONICS



Strategy and growth drivers



Sustainable market leader in an attractive industry

Attractive market

- Attractive secular growth drivers
- Significant penetration potential in mild and moderate hearing loss population and high growth developing markets
- Continued potential to innovate “Better Hearing”
- Opportunity to elevate hearing aid adoption and value capture through focus on known comorbidities

Leading market position

- Leading position in the Hearing Industry
- Advanced vertically integrated business model
- Broadest and most advanced product offering
- Global and differentiated distribution network, with scaled direct consumer access



Focus on sustainability

- Strong purpose and positive impact on society by providing advanced hearing health care
- *IntACT* ESG strategy executed Group-wide
- Ambitious climate actions linked to science-based targets
- Industry leading ESG performance, recognized by major rating agencies

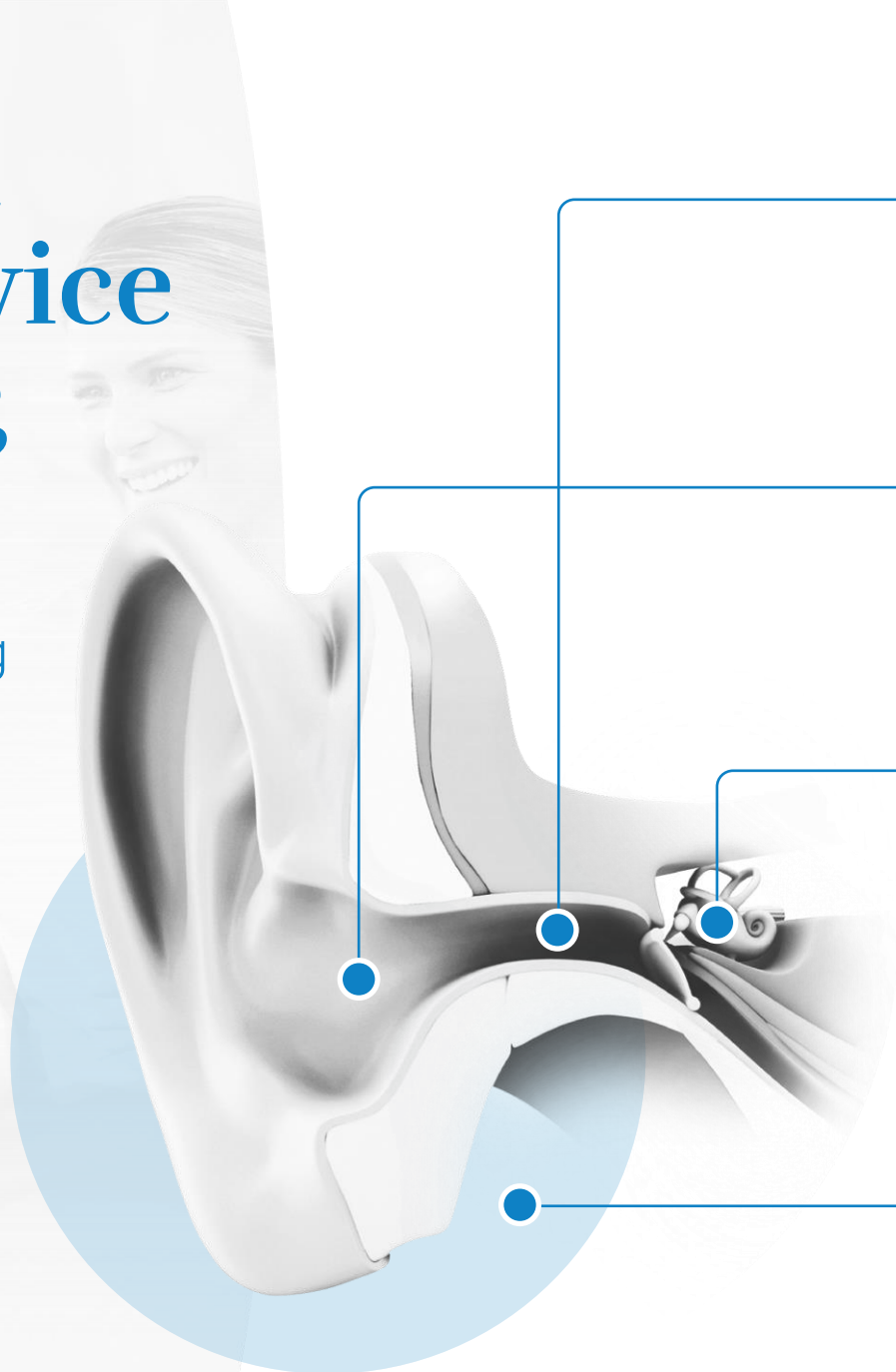
Strong financials

- Attractive profit margins
- Strong balance sheet and cash generation
- Moderate leverage and long-term debt structure at low interest rates
- Significant capacity for organic and inorganic growth investments
- Low tax rate

► The fundamentals of Sonova’s business remain strong and offer attractive value creation opportunities

Product and service offering

Broadest and most advanced offering of hearing care solutions



Hearing Instruments

PHONAK unitron.



Consumer Hearing

 **SENNHEISER** A brand licensed by Sonova



Cochlear Implants

 **ADVANCED BIONICS**



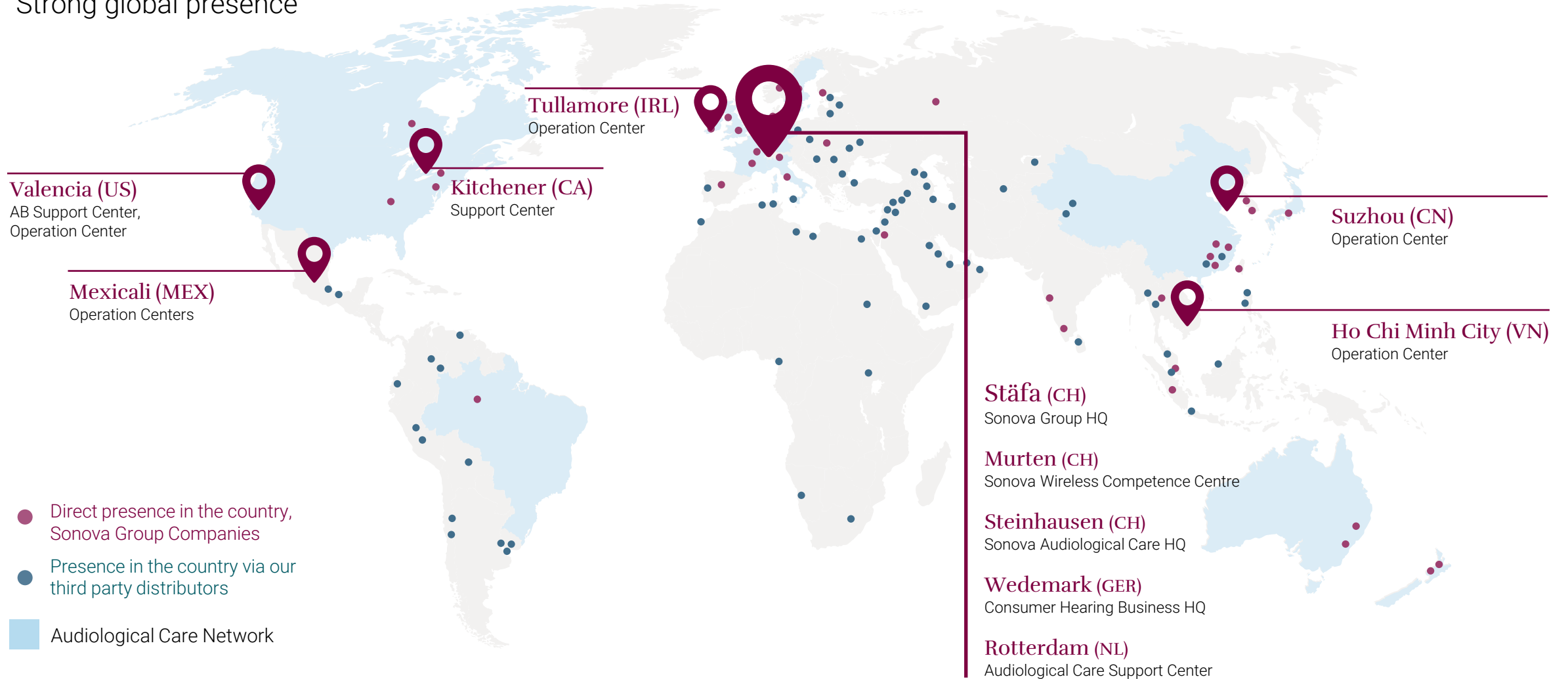
Audiological Care

AudioNova 

- Individual diagnostics and analysis
- Hearing assessments and counseling, personalized fitting of hearing aids
- After care and hearing aid maintenance services

Our footprint

Strong global presence

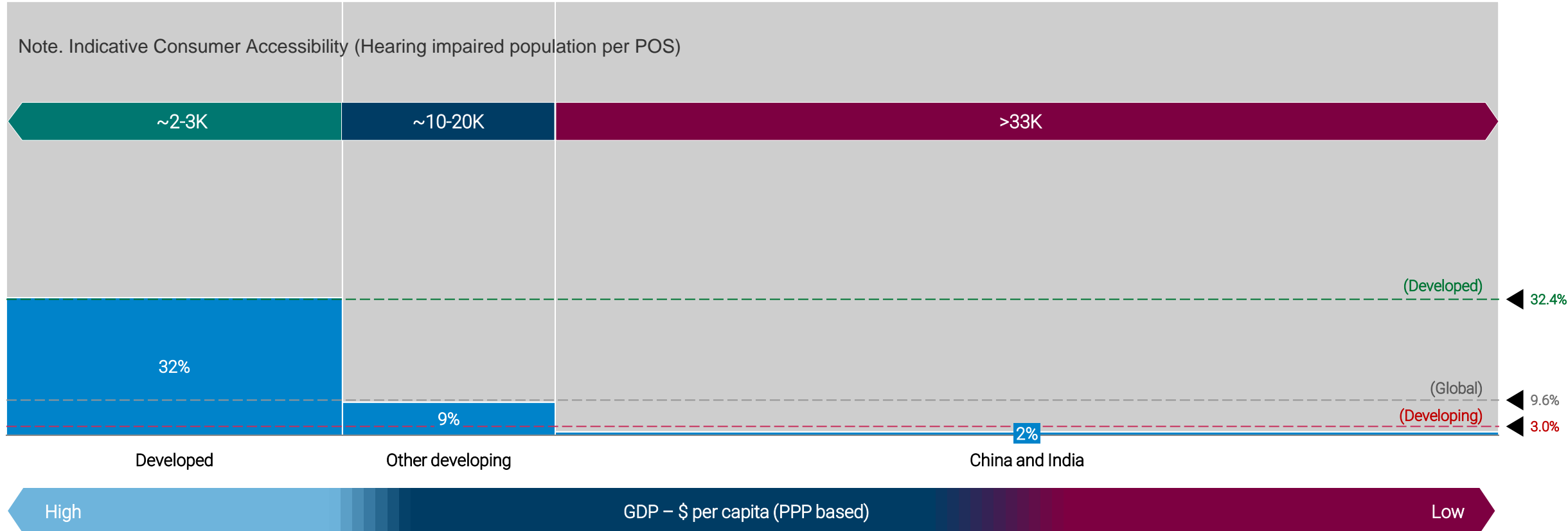


▶ Active in >100 countries through subsidiaries in >30 countries and a network of independent distributors

Market potential

Market penetration and access to hearing care

Label ■ HI users ■ Hearing impaired w/ no HI ◀ Avg. adoption rate % Note. Bar width = Hearing impaired population

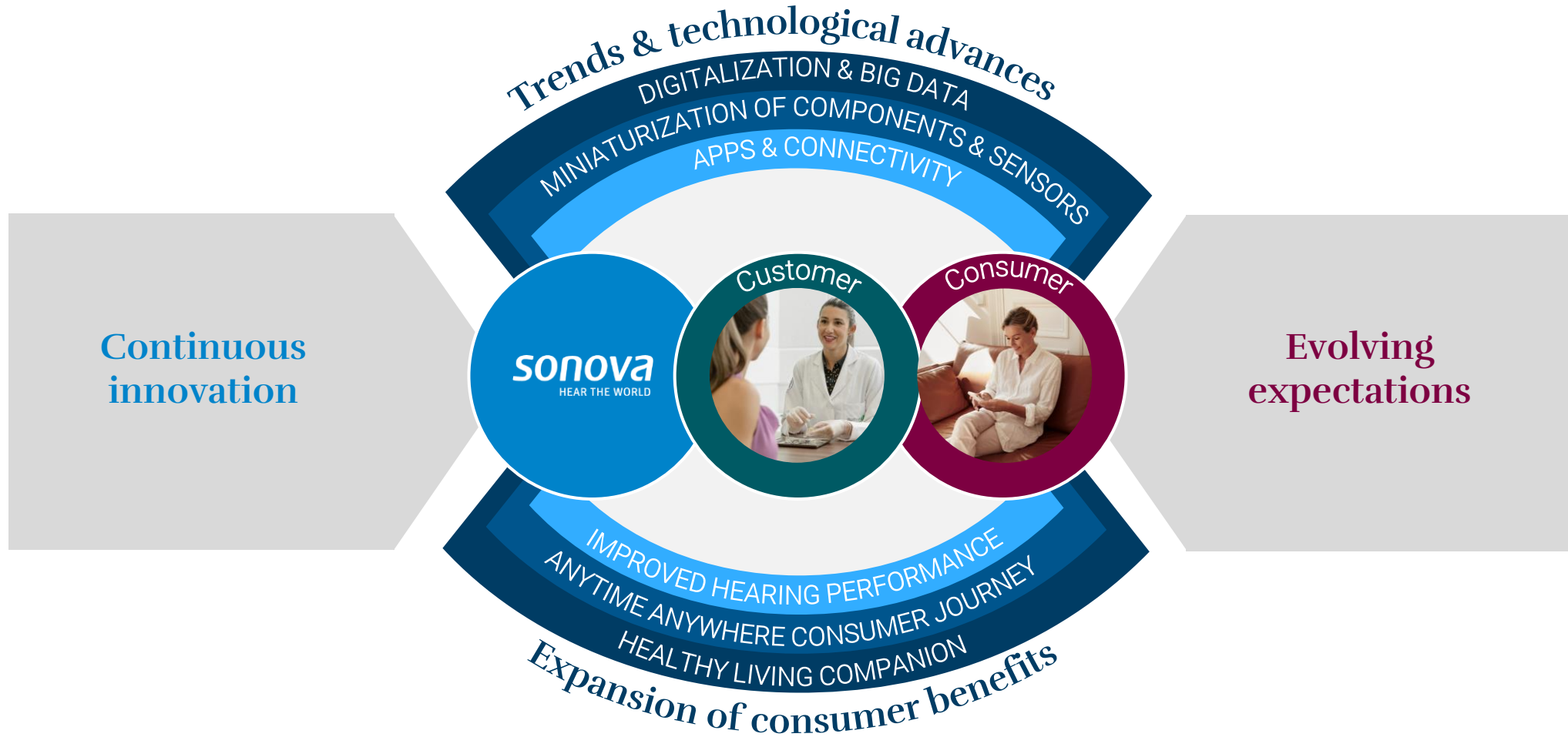


Note: Based on CIA Factbook – Gross domestic product converted to international dollars using purchasing power parity (PPP) rates and divided by total population

► Current penetration levels and improving consumer access to hearing care offers significant upside

Market trends

Technological advances and expansion of consumer benefits



- ▶ Sonova's opportunity: Innovation leadership to address megatrends and to elevate consumer journey

Our strategy

Strategic pillars

Lead innovation in audiological performance & consumer experience

Leverage **M&A** to accelerate growth strategically

Continuous **process** improvement through Sonova X & structural optimization



Expand consumer access through **omni-channel** audiological care network and consumer device business

Extend reach through **multi-channel, value-adding** partnerships & commercial excellence

Invest in **high growth** developing markets

► Consistent implementation of our proven strategy continuing

Our growth ambition

Ambition to gain market share through customer-focused growth strategy and strong operational execution

Mid-term targets

Sales CAGR
6-9% p.a. in LC
organic: +5-7%
M&A: ~+1-2%

adj. EBITA CAGR
7-11% p.a. in LC

Market growth (in value)

Mid-term CAGR
4-6% p.a.

Sonova growth strategy

Executing on our strategic pillars to drive above-market growth



Key focus areas

Targeted growth initiatives in 5 focus areas enabled by continued growth investments



► Mid-term targets and strategy unchanged – Returning to above-market growth and continue margin expansion

Key growth drivers

Customer centricity and growth initiatives driving sustainable, above-market growth

Lead innovation		Broaden consumer access	Deliver commercial excellence	Accelerate high growth markets
Advance audiological performance	Expand consumer value			
Pioneer technology & deliver best-in-class audiological performance	Deliver consumer-centric value-add through differentiated solutions	Provide broad consumer access to pinnacle audiological services & solutions	Be the partner of choice through state-of-the art & customer-oriented service	Expand presence in markets with high growth potential
Key growth drivers				
<ul style="list-style-type: none"> – Elevate core hearing performance by expanding processing power and algorithms (incl. AI technologies) 	<ul style="list-style-type: none"> – Enhance consumer value through technology-enabled medical services and expand category with early-entry hearing devices 	<ul style="list-style-type: none"> – Expand network through M&A and greenfield openings – Elevate consumer journey through digitization and omni-channel interaction 	<ul style="list-style-type: none"> – Elevate relationships with B2B customers through value-added services, feet on the street investments and commercial excellence 	<ul style="list-style-type: none"> – Scale up Audiological Care business network and further build on consumer audio brand in China

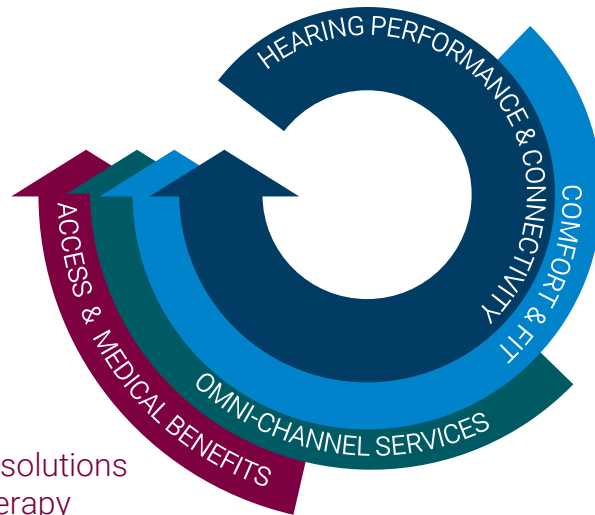
► Key growth drivers, each with more than CHF 100 million sales upside

Advance hearing innovation & expand consumer value

Building on core strength in hearing aids and driving market expansion

Innovation framework

- Effortless communication in daily life
- Natural and authentic sound quality
- Seamless adaptation to environment
- Multi-media streaming
- ...



- Wearing comfort
- Size, aesthetics, handling
- Rechargeability
- Reliability
- Waterproof
- ...

- Fitting tool innovation
- Personalization / user empowerment
- Audiology Service Innovation
- ...

- Early-entry solutions
- Tinnitus therapy
- Clinical comorbidities
- ...

Our R&D focus investments

- ➔ Continued expansion of processing power
 - Proprietary processing and connectivity chip technologies
- ➔ Elevating algorithms to enhance hearing performance
 - Augmenting existing algorithm technology with AI technologies
- ➔ Expanding access and enhancing consumer experience
 - Broadening portfolio to range of early-entry solutions
 - Developing digital solutions to facilitate flexible and personalized omni-channel consumer journey
- ➔ Enriching functionality towards additional medical benefits
 - Collaborations with medical institutions on clinical research of comorbidities
 - Developing technology enabled services beyond hearing

▶ Expanding R&D investments

Our first year with HYSOUND

China – Gaining direct consumer access in largest high growth country

Achievements so far:

- More than 200 clinics in China, per store sales well above market thanks to leading service level and productivity
- Building on well-established digital marketing capabilities
- Cohesive local leadership team in place with new AC leader
- Strong sales growth in FY 2023/24, well above market, despite weaker than anticipated market development

Our path forward:

- Further elevating HYSOUND business by:
 - Expanding the network through greenfield & bolt-ons, participating in accelerating market consolidation
 - Elevating consumer experience both in-store and online
 - Offering leading technology, elevating productivity and improved digital lead generation

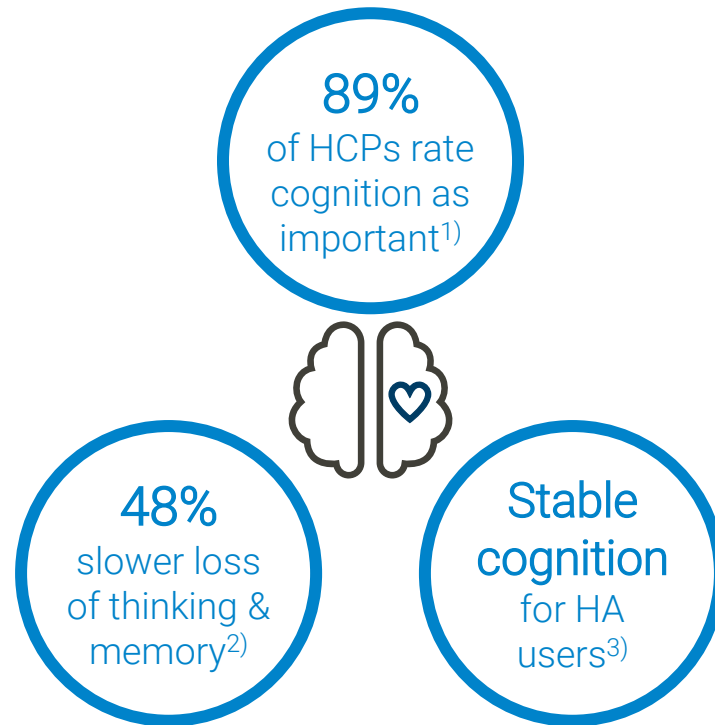
► Successful 1st year with attractive opportunities to grow



The relationship of hearing solutions and cognitive health

Phonak's ECHHO Program – Enhancing Cognitive Health via Hearing Optimization

What we have learned



Our belief

Hearing well is vital to living well and linked to social-emotional, cognitive and physical dimensions of well-being

How we respond

- Raise awareness (e.g. ACHIEVE & ENHANCE studies)
- Train & equip the HCP
- Educate potential hearing aid users



Benefits for HCPs

- Differentiated care & better outcomes
- Increased hearing aid adoption
- Enhanced lead generation

Benefits for Sonova

- Enhanced loyalty and trust by HCPs
- Addressing consumers earlier

1) Audiological Care survey (2023). HCP N=203 CA, US, NL (39 male, 163 female, 1 did not disclose)

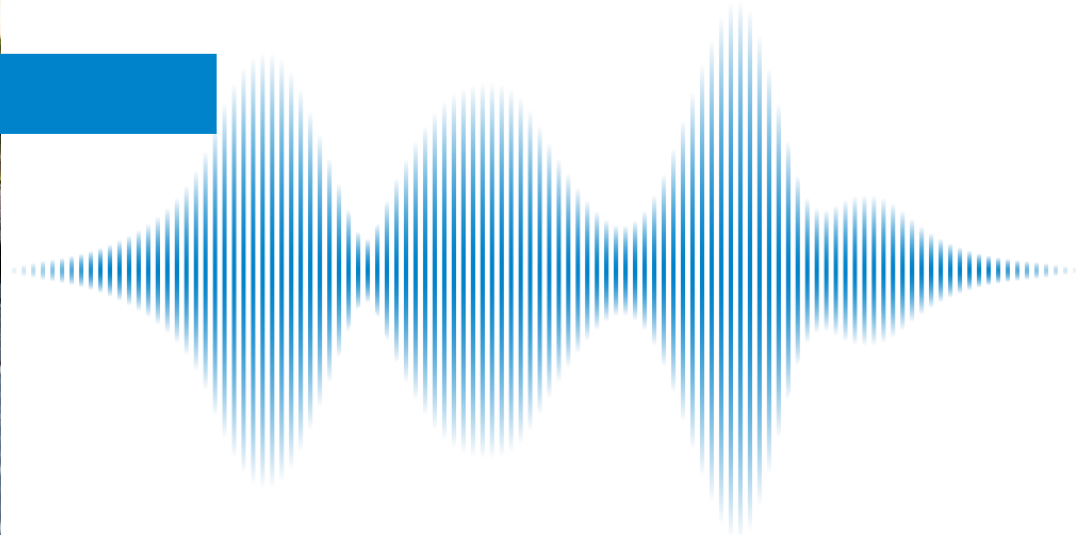
2) In older adults at increased risk for cognitive decline, hearing intervention slowed down loss of thinking and memory abilities by 48% over 3 years (ACHIEVE).

3) The cognitive health of participants who received hearing care remained stable over 3 years (ENHANCE)

► Evidence of link between hearing loss and comorbidities driving awareness and ultimately HI penetration

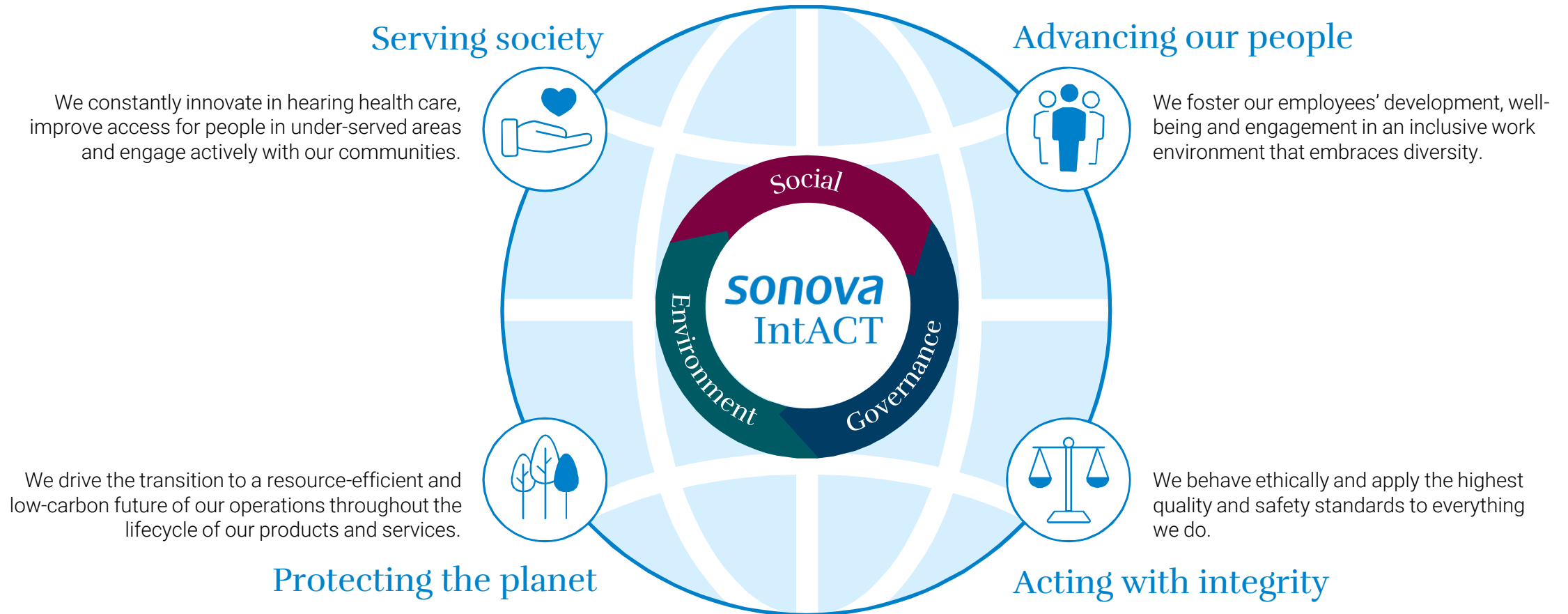


ESG Strategy



Sonova's commitment to sustainable success

IntACT – Sonova's ESG Strategy



► ESG strategy clustered around four strategic areas

ESG highlights

Overview of selected tangible achievements highlighting continued progress towards our ESG commitments



Environmental

- ▶ Reduced **greenhouse gas emissions by 28%** (Scope 1-3) vs. 2019 (on a comparable basis) and by 12% vs. previous year
- ▶ Climate targets officially approved by the **Science Based Targets initiative (SBTi)**
- ▶ **100% renewable electricity** globally within our own operations
- ▶ Reduced hearing instruments product and transportation **packaging weight** by 9% vs. previous year



Social

- ▶ Increased **employee engagement** score to 83%, up 1 percentage point vs. previous year
- ▶ Share of **women in senior management** increased to 28.3% (vs. 22.0% in 2022/23) and **women in middle management** increased to 39.9% (vs. 36.4% in 2022/23)
- ▶ Over 500 people leaders trained in “**Mental Health First Aid** Conversations for Managers”
- ▶ More than 4,000 fitted hearing aids through **Hear the World Foundation** projects



Governance

- ▶ Advanced **ESG reporting and external assurance** to ensure regulatory compliance
- ▶ Improved **product reliability** for hearing instruments (+7%) and cochlear implants (+14%) compared to 2022/23
- ▶ Further advanced **supplier ESG risk assessments**
- ▶ 10% of the variable cash **compensation** of the MB linked to ESG performance

▶ Substantial progress on our *IntACT* ESG strategy achieved in FY 2023/24

ESG ratings

Overview of Sonova's rating results for environmental, social, and governance (ESG) factors

Sonova ESG ratings

B

Status: Prime (C+ or better)
Industry position: Top 2%

Last rating update: 20 Dec 2023

AAA

MSCI ESG Rating of AAA in 2023, up from AA in 2022

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Last rating update: 24 Nov 2023

Low ESG risk

16.1

Low Risk

Negligible	Low	Medium	High	Severe
0-10	10-20	20-30	30-40	40+

UNIVERSE	RANK	PERCENTILE
	(1 st = lowest risk)	(1 st = Top Score)
Healthcare INDUSTRY	59/645	10th
Medical Devices SUBINDUSTRY	2/228	1st

Last rating update: 4 Sept 2023

Member of **Dow Jones Sustainability Indices**
Powered by the S&P Global CSA

DJSI member

Member of indices DJSI World & DJSI Europe for 10 consecutive years

4th

4th out of 279 assessed companies in the medical devices industry

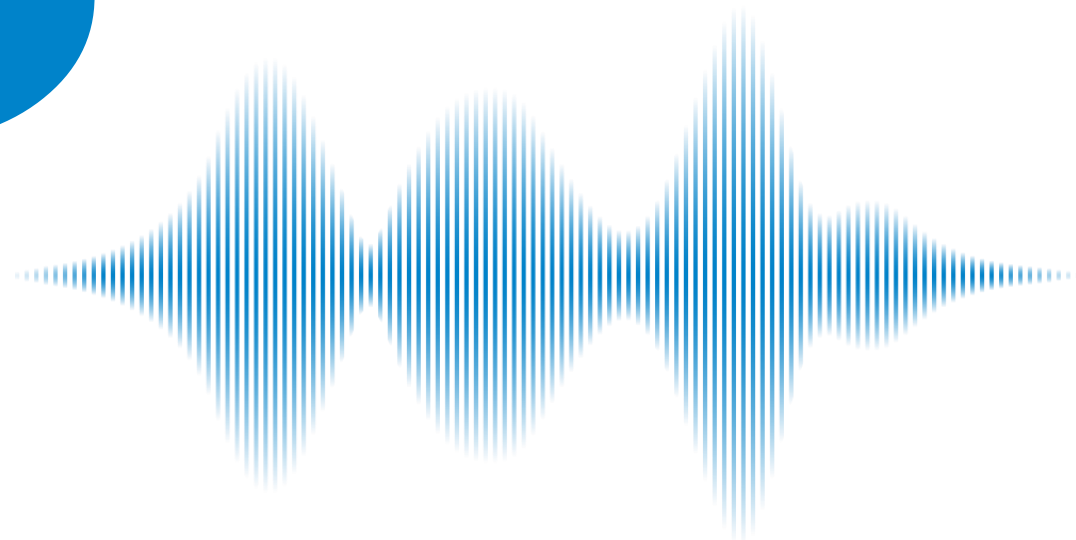
Last rating update: 18 Dec 2023

► Major ESG rating agencies give Sonova industry-leading scores



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Financial information



Summary FY 2023/24

- Hearing care markets back to historical growth rates, despite regional differences
- Growth picking up in 2H, with year ending on a positive note
 - HI and CI business with significant sales acceleration in 2H – AC business posting strong YOY growth
 - Difficult consumer electronics markets and temporary gap in product portfolio weighing on CH business
- Positive customer feedback and expanded Lumity portfolio supporting growth in HI business
- Significant exchange rate movements weighing heavily on results – positive impact currently expected for FY 2024/25
- Laid the foundation for continued growth in FY 2024/25 – high focus on technology innovation with expansion of processing power and augmentation of algorithms at the core



Sonova Group results

Key highlights – FY 2023/24

Sales



CHF 3,627 m

+3.2% in LC

-3.0% in CHF

organic growth +1.6% or +3.2%
excluding non-renewal of large contract

EPS (adj.)



CHF 10.06 per share

+6.4% in LC

-9.6% in CHF

Sales outlook



+6 - 9%

growth in LC
in FY 2024/25

EBITA (adj.)



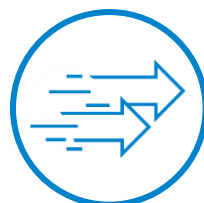
CHF 771.4 m

+4.4% in LC

-8.2% in CHF

(Margin +25bps in LC)

Acceleration HI business



Lumity platform
expanded
and well prepared for a
significant launch year

EBITA (adj.) outlook



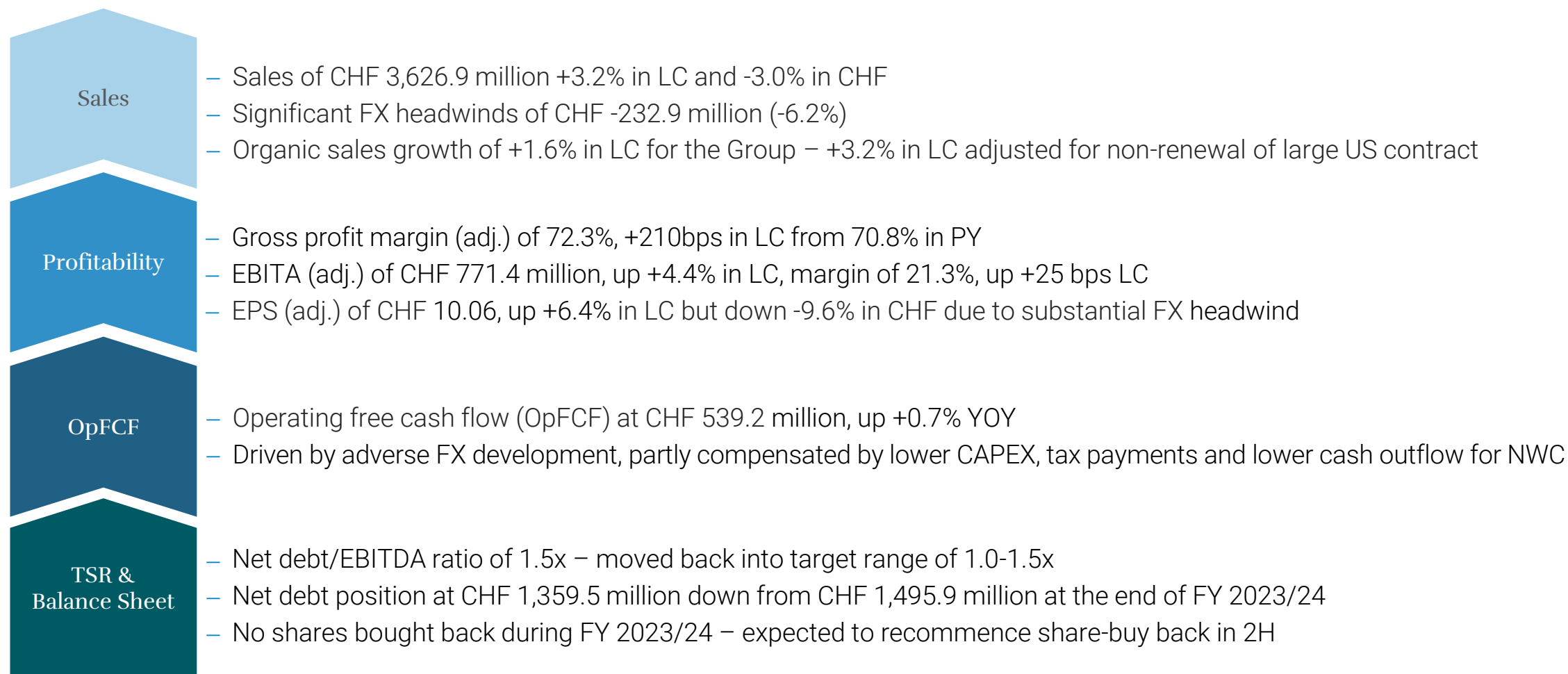
+7 - 11%

growth in LC
in FY 2024/25

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

Financial highlights

Sonova Group

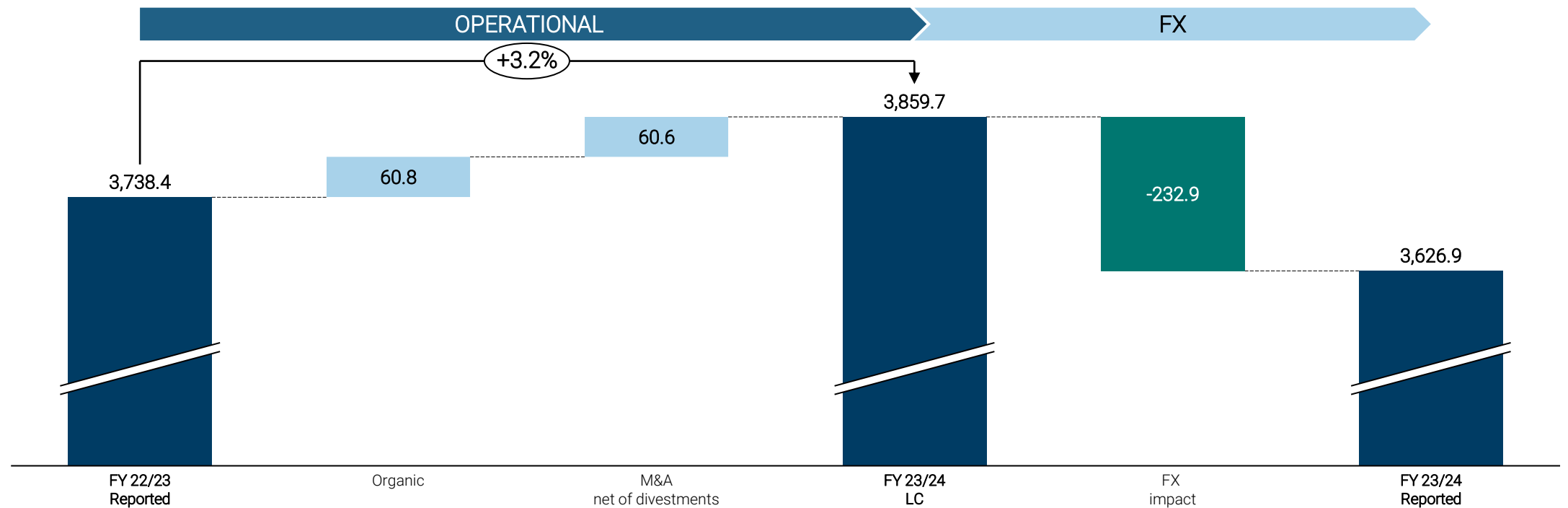


Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

Sonova Group results

Sales components

in CHF million



YOY growth components	+1.6% (+3.2% excl. large client)	+1.6%	+3.2%	-6.2%	-3.0%
1H 2023/24 growth components	-0.4% (+3.0% excl. large client)	+2.0%	+1.6%	-6.7%	-5.1%
2H 2023/24 growth components	+3.6%	+1.2%	+4.8%	-5.8%	-0.9%

► Ending the year on positive note with sales growth accelerating in 4Q

Hearing Instruments segment

Highlights

Sales
CHF 3,348m

+3.2% vs. PY in LC

+1.5% organic growth

EBITA (adj.)
CHF 736m

+4.5% vs. PY in LC

Margin: 22.0%

Margin YOY: +30bps in LC

HI business
Sales:
CHF 1,698m

+0.7% vs. PY in LC*

* +4.0% excl. non-renewal of contract with large US customer

AC business
Sales:
CHF 1,411m

+9.2% vs. PY in LC

+4.7% organic growth

CH business
Sales:
CHF 240m

-9.3% vs. PY in LC

Segment sales

- Development supported by improving hearing care market – fundamentals back to normal
- Organic growth accelerating in second half, driven by HI business
- Strong growth in AC business supported by majority of EU countries and M&A

Segment profitability

- Margin expansion by +30bps in LC, despite higher go-to-market investments to drive sales in 2H
- Gradual easing of transport and component costs
- Residual positive pricing impacts from prior year initiatives

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

► **Organic growth accelerated in 2H – Margin expansion of +30bps in LC despite higher GTM investments**

Cochlear Implants segment

Highlights

Sales
CHF 278.9m

+3.6% vs. PY in LC

EBITA (adj.)
CHF 35.1m

+3.5% vs. PY in LC

Margin: 12.6%

Margin YOY: 0bps in LC

System sales
CHF 185.5m

+6.8% vs. PY in LC

Upgrade sales
CHF 93.4m

-2.1% vs. PY in LC

Cochlear implant systems

- Positive YOY growth with sales accelerating to +10.8% in LC in 2H
- Development supported by improving market
- Remote programming capability launched

Upgrades and accessories

- Upgrade sales down due to the lower remaining number of recipients awaiting an upgrade as the Marvel CI sound processor range enters its third post-launch year

Segment profitability

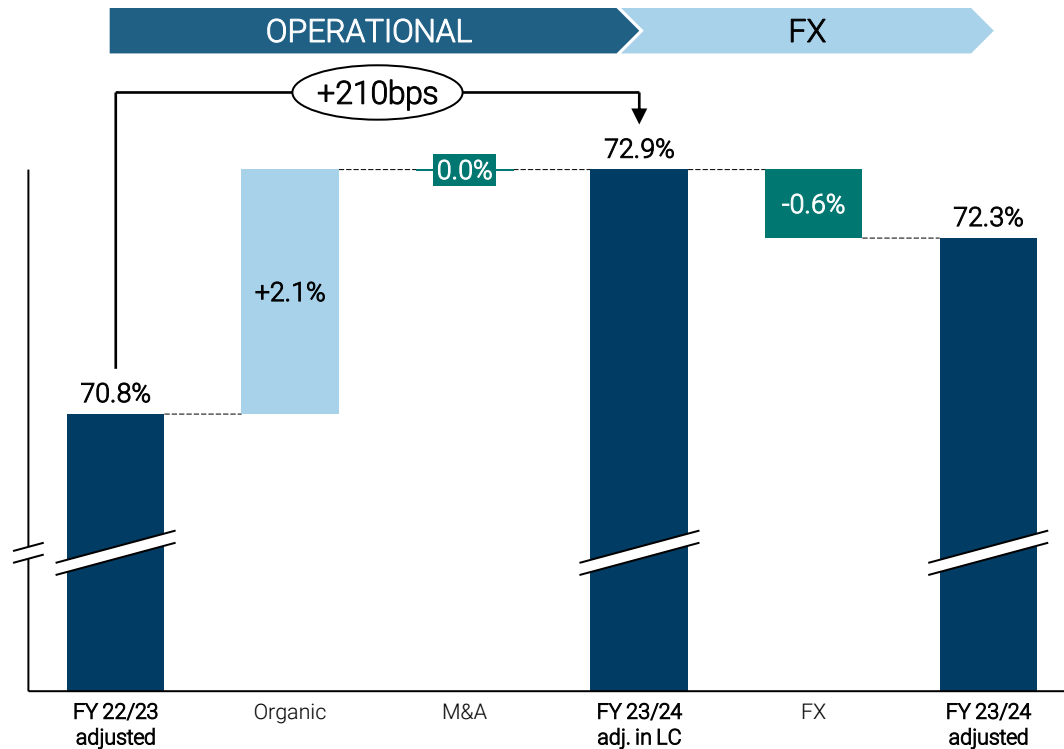
- Strong margin improvement in 2H to 15.3%, driven by operating leverage, operational excellence improvements and fading supply chain issues

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

► **Strong performance in 2H – System sales accelerating and strong sequential improvement in profitability**

Gross margin development

Sonova Group



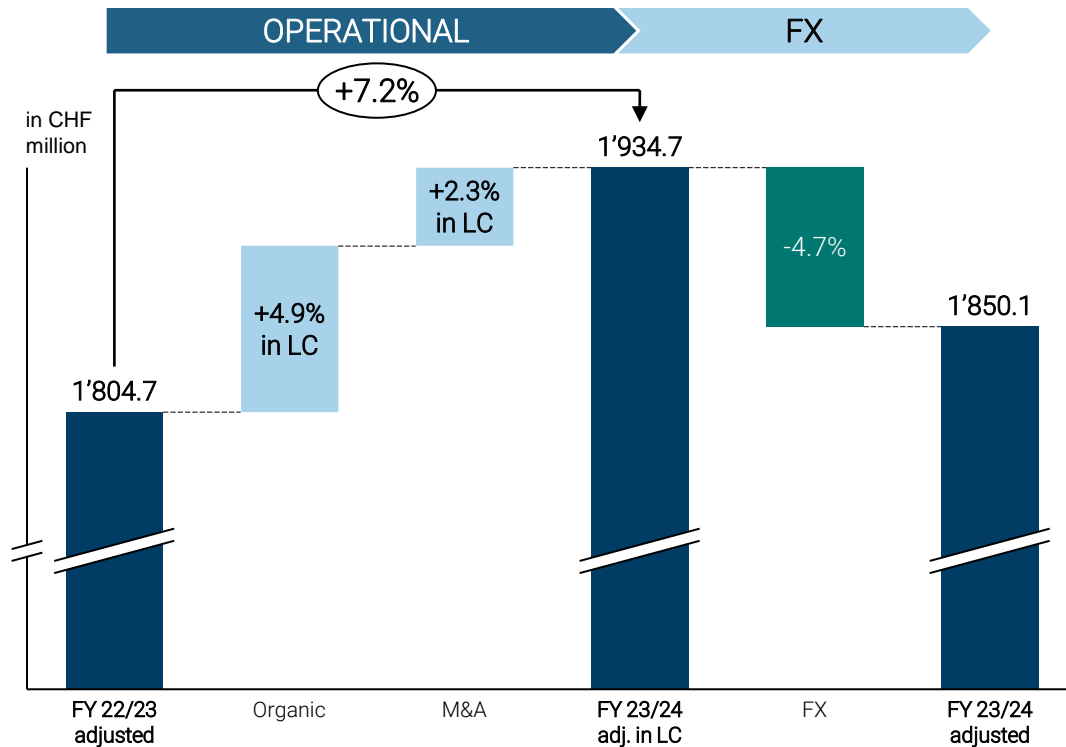
Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

- Gross margin (adj.) increased by +210bps in LC
- Margin increase mainly driven by:
 - Continued benefit from continuous process improvements
 - Residual impact from prior year price increases
 - Shift in the business mix due to the higher growth in AC
 - Lower costs for repairs due to improvements in product reliability
 - Easing of headwinds from transport and component costs
- Adverse FX development weighing on GP margin

► Gross profit margin increased by +210bps in LC

Development of operating expenses

Sonova Group



Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

- Organic OPEX development driven by business mix shift due to higher growth in the AC business and continued investments in sales & marketing to drive future sales
 - R&D expenses flat in LC and unchanged as % of sales
 - S&M up +8% in LC YOY – shift in the business mix due to the higher growth in AC including acquisitions
 - G&A +11% in LC, driven partly by continued investments in IT infrastructure
- FX development reducing OPEX growth in CHF

► Mix-shift due to faster growth in AC and growth investments driving up OPEX

Development of operating expenses

Sonova Group – Expense by category excluding acquisition-related amortization

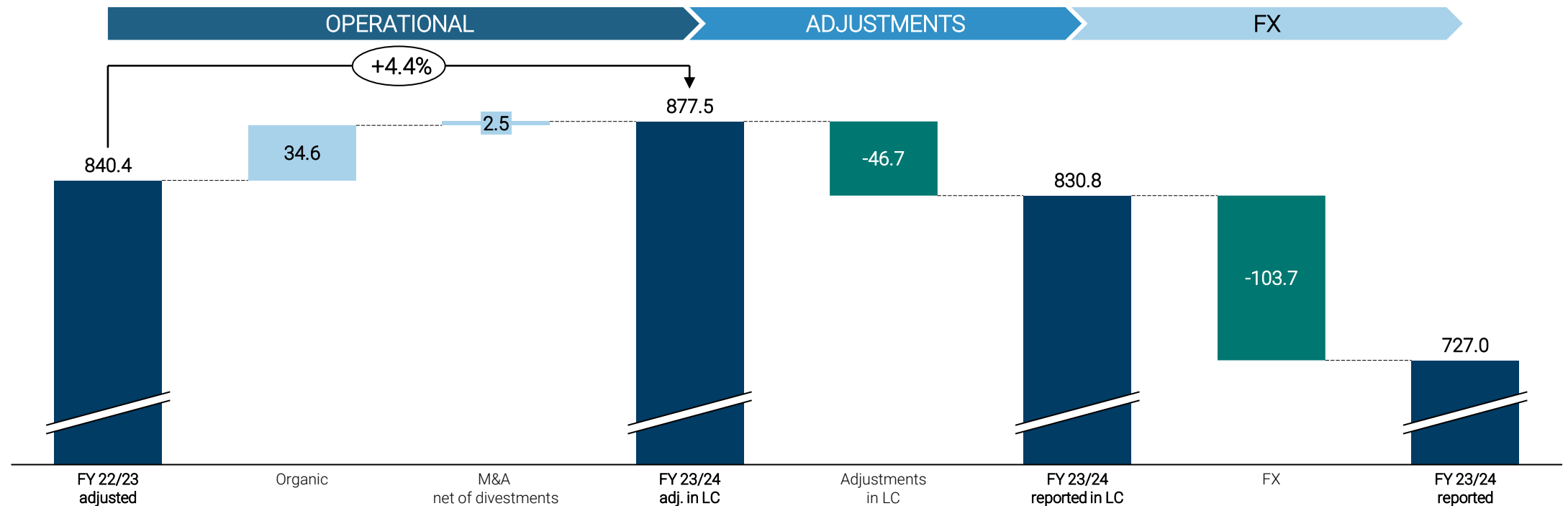
	FY 2023/24		FY 2022/23	Comments
	CHF m	Δ % in LC	CHF m	
Research & development (adj.) in % of sales	-236.0 6.5%	-0.7%	-242.9 6.5%	– Maintained high level of R&D investment at 6.5% of sales
Sales & marketing (adj.) in % of sales	-1,278.6 35.3%	+7.9%	-1,250.6 33.5%	– Shift in the business mix due to the higher growth in AC including acquisitions
General & administration (adj.) in % of sales	-334.9 9.2%	+11.3%	-311.9 8.3%	– Continued investments in IT-infrastructure
Other income/expenses (adj.)	-0.6	n/m	+0.6	
Total OPEX (adj.) in % of sales	-1,850.1 51.0%	+7.2%	-1,804.7 48.3%	
Adjustments	-33.2	n/m	-31.0	
Total OPEX (reported) in % of sales	-1,883.3 51.9%	+7.3%	-1,835.8 49.1%	

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

EBITA Components

Sonova Group

in CHF million



	FY 22/23 adjusted	Organic	M&A net of divestments	FY 23/24 adj. in LC	Adjustments in LC	FY 23/24 reported in LC	FX	FY 23/24 reported
Margin	22.5%	+0.5%	-0.3%	22.7%	-1.2%	21.5%	-1.5%	20.0%
1H 2023/24	21.6%	+0.6%	-0.4%	21.7%	-0.9%	20.8%	-1.8%	19.0%
2H 2023/24	+23.4%	+0.5%	-0.2%	23.7%	-1.5%	22.2%	-1.2%	21.0%

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

► Underlying margin improvement despite modest sales growth – Strong FX headwinds weigh on profitability

Key financials

Sonova Group – Half-year view

CHF m	FY 2023/24	Δ % in LC	Δ % in CHF	2H 2023/24	Δ % in LC	Δ % in CHF	1H 2023/24	Δ % in LC	Δ % in CHF
Sales	3,626.9	+3.2%	-3.0%	1,873.9	+4.8%	-0.9%	1,753.0	+1.6%	-5.1%
Gross profit (adj.)	2,621.5	+6.3%	-0.9%	1,366.3	+6.8%	+0.4%	1,255.2	+5.8%	-2.3%
- Gross profit margin (adj.)	72.3%	+210bps	+150bps	72.9%	+140bps	+100bps	71.6%	+280bps	+200bps
OPEX (adj.)	-1,850.1	+7.2%	+2.5%	-944.9	+7.2%	+2.9%	-905.2	+7.2%	+2.1%
EBITA (adj.)	771.4	+4.4%	-8.2%	421.3	+6.2%	-4.7%	350.0	+2.5%	-12.1%
- EBITA margin (adj.)	21.3%	+25bps	-120bps	22.5%	+30bps	-90bps	20.0%	+20bps	-160bps
EBITA (reported)	727.0	+3.6%	-9.3%	393.7	+7.5%	-3.9%	333.3	-0.4%	-14.9%
EBIT (reported)	669.9	+3.2%	-10.3%	364.4	+6.9%	-4.8%	305.6	-0.7%	-16.0%
Financial result (reported)	-22.6	-28.4%	-27.3%	-10.7	-38.6%	-39.7%	-11.9	-14.7%	-10.7%
Tax (reported)	-37.8	-36.1%	-34.2%	+6.3	n/m	n/m	-44.1	-20.1%	-18.9%
Net profit (reported)	609.5	+8.5%	-7.4%	359.8	+12.6%	-0.6%	249.6	+3.3%	-15.7%

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

Total shareholder return & cash deployment strategy

Sonova Group

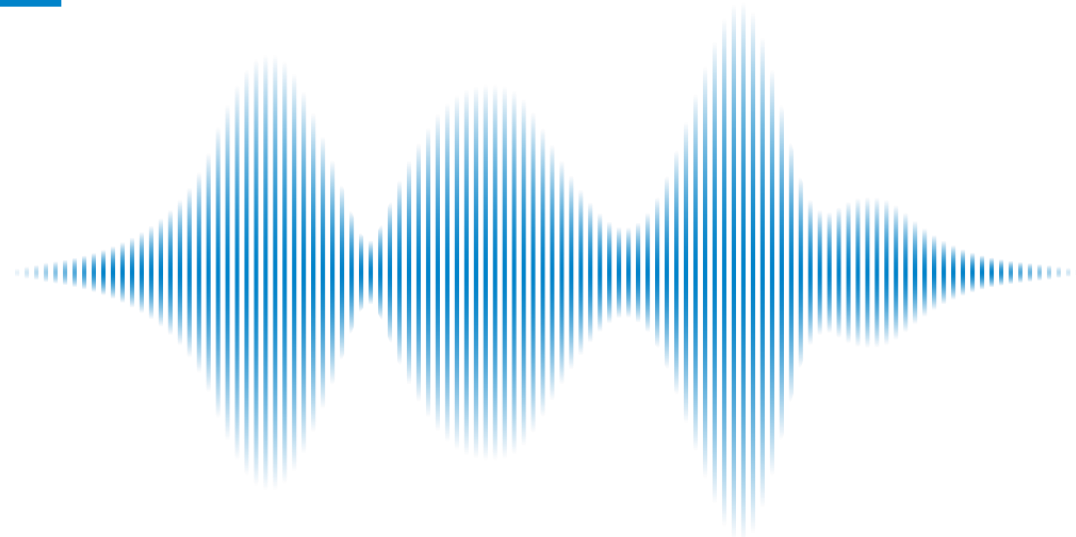
	Sonova TSR strategy	FY 2023/24
1. Acquisitions	<ul style="list-style-type: none"> – Bolt-ons: CHF 70-100 million p.a. – Strategic and technology acquisitions 	<ul style="list-style-type: none"> – Total M&A cash-out: approximately CHF 100 million investment into further AC network expansion
2. Attractive dividend	<ul style="list-style-type: none"> – Maintain payout ratio of around 40% 	<ul style="list-style-type: none"> – CHF 4.30 – payout ratio of 43%
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 43.0% – Net Debt/EBITDA ratio of 1.5x
4. Share buyback	<ul style="list-style-type: none"> – Three-year buyback program of up to CHF 1.5 billion from April 2022 until April 2025 	<ul style="list-style-type: none"> – No shares bought back in FY 2023/24 – Expecting to recommence share-buy back in 2H 2024/25 absent any larger acquisitions and subject to cash flow development in CHF

► Continued to execute TSR strategy – Share buy-back expected to recommence in 2H 2024/25



4

Outlook



Outlook

Guidance and mid-term target

FY 2024/25 market and business assumptions

- Global hearing care market back to normal growth at 4-6%
- Lower market growth for North America expected due to high base – further improvement in EU markets driven by FR and DE
- FY2024/25 to benefit from significant new products which will elevate Sonova’s industry-leading performance and drive growth
- Due to timing of product launches and associated costs, growth of both sales and profitability to be higher in the second half
- Restructuring and integration costs expected at around CHF 30-40 million in FY 2024/25

FY 2024/25 expected currency impact (based on May 2024 FX)

- Sales growth in CHF to be lifted by ~1-2%-pts
- Adj. EBITA growth in CHF to be lifted by ~2-3%-pts

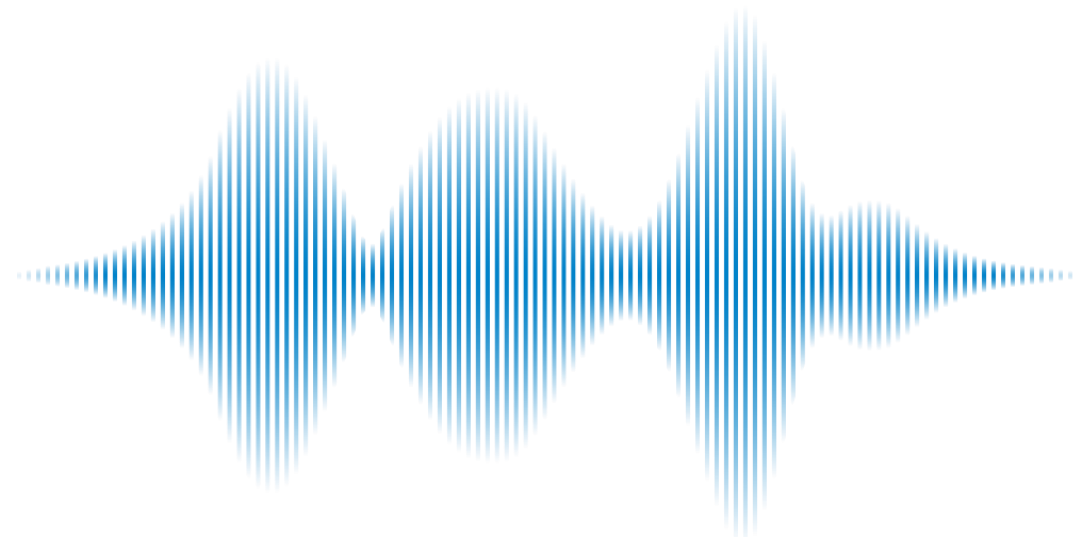
In LC	Guidance FY 2024/25
Sales growth	+6% to +9% p.a.
adj. EBITA growth	+7% to +11% p.a.

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

► Significant product launches in FY24/25 to elevate our competitive performance – Growth skewed to 2H

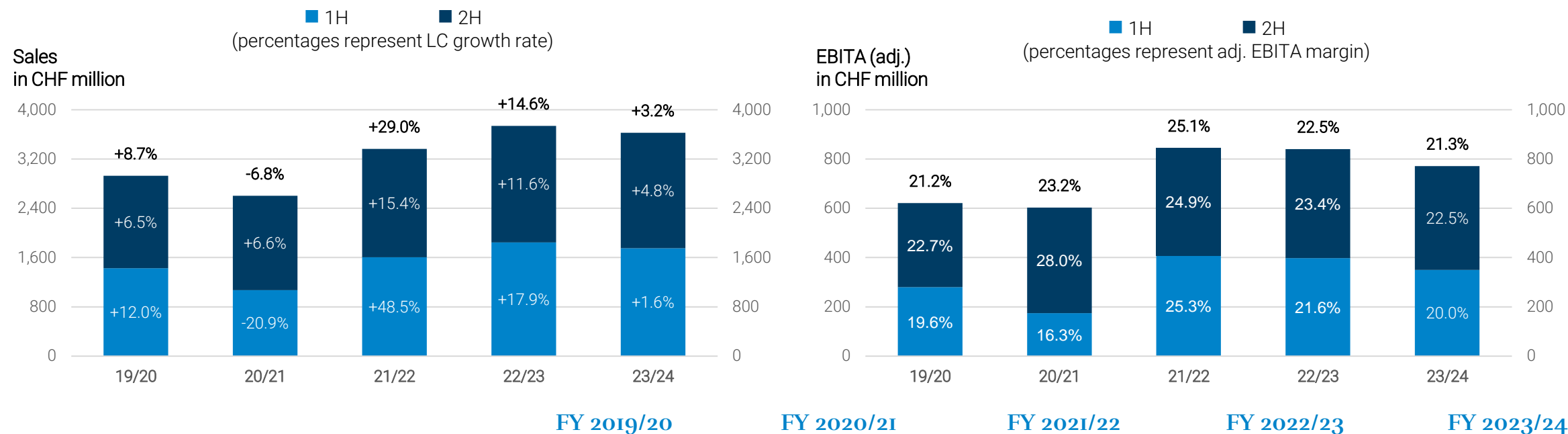
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Appendix



Appendix

Performance history



	FY 2019/20	FY 2020/21	FY 2021/22	FY 2022/23	FY 2023/24
Sales growth reported	+5.6%	-10.8%	+29.3%	+11.1%	-3.0%
Sales growth in LC	+8.7%	-6.8%	+29.0%	+14.6%	+3.2%
Organic sales growth in LC	+8.1%	-7.1%	+26.6%	+2.3%	+1.6%
EBITA Margin (adj.)	21.2%	23.2%	25.1%	22.5%	21.3%

Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

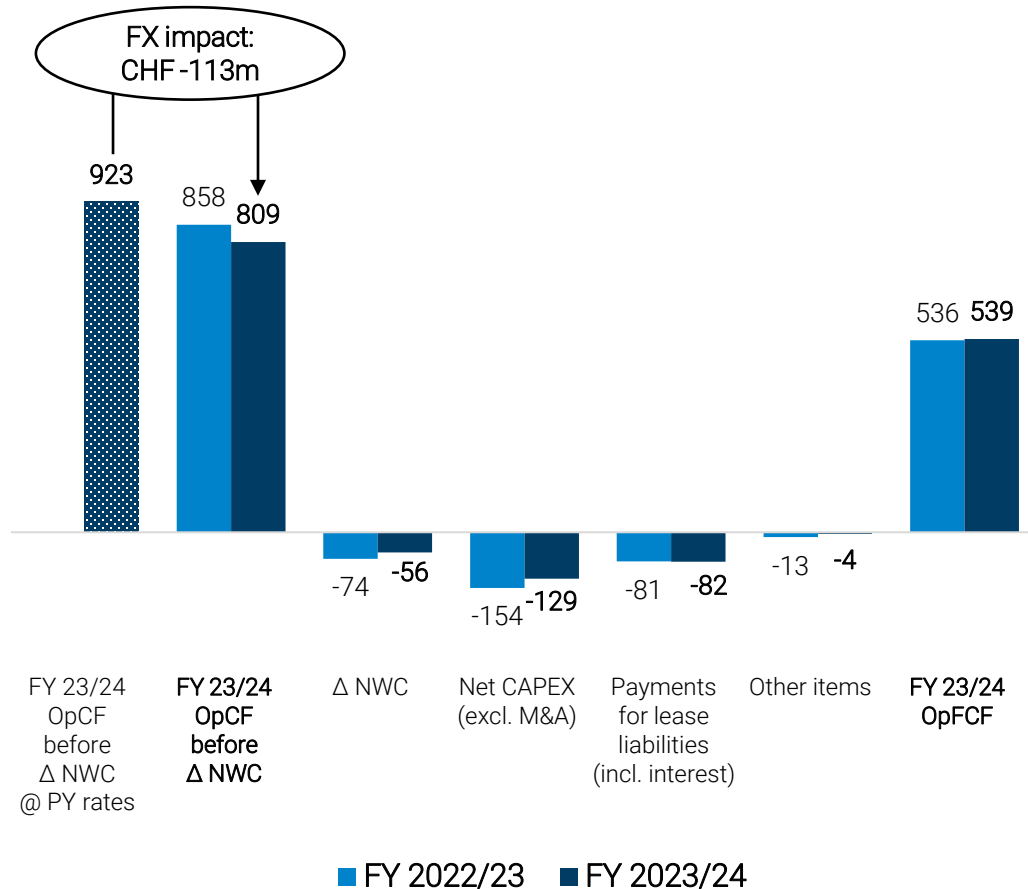
Appendix

Sales by regions and key markets

	FY 2023/24		2H 2023/24		1H 2023/24	
	CHF m	Δ % in LC	CHF m	Δ % in LC	CHF m	Δ % in LC
EMEA	1,859.0	+3.8%	977.4	+3.0%	881.6	+4.8%
USA	1,074.0	+0.7%	543.4	+6.6%	530.7	-4.6%
Americas (excl. USA)	264.4	+3.6%	137.9	+8.7%	126.5	-1.2%
Asia / Pacific	429.4	+7.1%	215.2	+6.4%	214.2	+7.8%
Total Sonova	3,626.9	+3.2%	1,873.9	+4.8%	1,753.0	+1.6%

Cash flow development

Sonova Group – Operating Free Cash Flow



- **OpCF before changes in NWC:** Driven by lower income before tax due to CHF 113 million adverse FX impact
- **Changes in NWC:** Improvement mainly resulting from prior year build-up in working capital for the Consumer Hearing business, partly offset by higher outflow for inventories
- **CAPEX:** Reduction primarily due to elevated PY investments, partly related to the build-up of a new operating facility for the Americas in Mexico, strict budget control

► Driven by significant adverse FX impact on profits – Partly offset by NWC improvement and lower CAPEX

Appendix

Cash flow statement

	FY 2023/24		FY 2022/23
	CHF m	Δ % in CHF	CHF m
Income before taxes	647.3	-9.5%	715.6
<i>Depreciation & amortization</i>	246.2	+2.7%	239.7
<i>Working capital</i>	-56.1	-23.9%	-73.7
<i>Other cash effects</i>	-26.9	+5.1%	-25.5
<i>Tax paid</i>	-74.6	-14.2%	-86.8
<i>Financial result</i>	17.3	+18.4%	14.6
Operating cash flow	753.3	-3.9%	783.9
<i>Payments for lease liabilities</i>	-81.7	+0.8%	-81.1
<i>CAPEX</i>	-128.6	-16.6%	-154.3
<i>Other movements in financial assets</i>	-3.8	-70.9%	-12.9
Operating free cash flow	539.2	+0.7%	535.6
<i>Net M&A</i>	-101.6	-61.1%	-261.1
Free cash flow	437.6	59.4%	274.4
Cash flow from financing activities	-415.3	-23.8%	-545.2

Appendix

Key financials – As reported and adjusted

in CHF million	FY 2023/24	Adjustments					FY 2023/24
	Reported	① Restructuring	② Transaction & integration	③ Patent / legal litigation	④ Tax reform	Total	Adjusted
Sales	3,626.9	-	-	-	-	-	3,626.9
Cost of sales	-1,016.5	+11.1	-	-	-	+11.1	-1,005.4
Gross profit	2,610.4	+11.1	-	-	-	+11.1	2,621.5
<i>Research & Development</i>	-237.5	+1.4	-	-	-	+1.4	-236.0
<i>Sales & Marketing</i>	-1,290.4	+6.1	+5.7	-	-	+11.8	-1,278.6
<i>General & Administration</i>	-354.9	+5.0	+4.8	+10.2	-	+20.0	-334.9
<i>Other income/(expenses)</i>	-0.6	-	-	-	-	-	-0.6
Total OPEX	-1,883.3	+12.5	+10.5	+10.2	-	+33.2	-1,850.1
EBITA	727.0	+23.7	+10.5	+10.2	-	+44.3	771.4
Tax	-37.8	-2.1	-2.2	-1.8	-39.1	-45.2	-82.9
EPS (in CHF)	10.08	+0.36	+0.14	+0.14	-0.66	-0.01	10.06

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

- ① **Restructuring:** structural optimization initiatives including build-up of new operations facility in Mexico
- ② **Transaction & integration:** acquisitions and integrations (Sennheiser Consumer Division, Alpaca and HYSOUND)
- ③ **Patent / legal litigation:** patent litigation with MED-EL and other legal settlements
- ④ **Tax reform:** positive impact from tax reforms

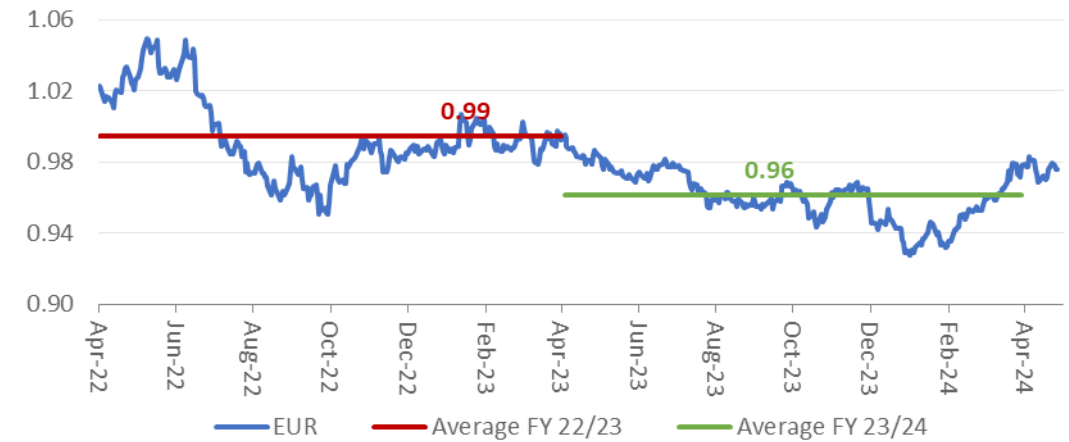
Appendix

Sonova Group – FX impact on sales and margins

USD/CHF



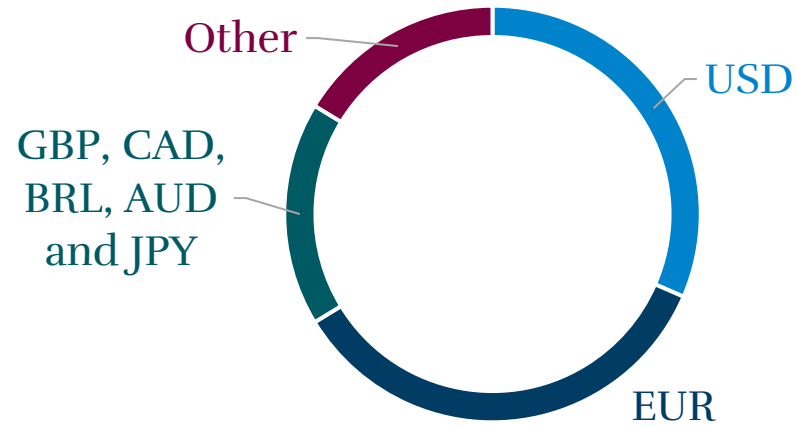
EUR/CHF



	Rate	Sales	EBITA
USD/CHF	+/- 5%	+/- CHF 65 million	+/- CHF 17 million
EUR/CHF	+/- 5%	+/- CHF 70 million	+/- CHF 25 million

Appendix

Sonova Group – Sales by currency and FX rates



	FY-22/23	1H-23/24	2H-23/24	FY-23/24	Effect FY-23/24	Spot May 8
USD	0.96	0.89	0.88	0.89	-	0.91
EUR	0.99	0.97	0.95	0.96	-	0.98
GBP	1.15	1.12	1.10	1.11	-	1.13
CAD	0.72	0.66	0.65	0.66	-	0.66
AUD	0.65	0.59	0.58	0.58	-	0.60
BRL	0.19	0.18	0.18	0.18	-	0.18
JPY 100	0.70	0.63	0.59	0.61	-	0.59

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