

Half Year Results 2024/25

Arnd Kaldowski, CEO
Birgit Conix, CFO

Stafa, November 19, 2024

Disclaimer

This presentation contains forward-looking statements, which offer no guarantee with regard to future performance. These statements are made on the basis of management's views and assumptions regarding future events and business performance at the time the statements are made. They are subject to risks and uncertainties including, but not confined to, future global economic conditions, exchange rates, legal provisions, market conditions, activities by competitors and other factors outside Sonova's control. Should one or more of these risks or uncertainties materialize or should underlying assumptions prove incorrect, actual outcomes may vary materially from those forecasted or expected. Each forward-looking statement speaks only as of the date of the particular statement, and Sonova undertakes no obligation to publicly update or revise any forward-looking statements, except as required by law.

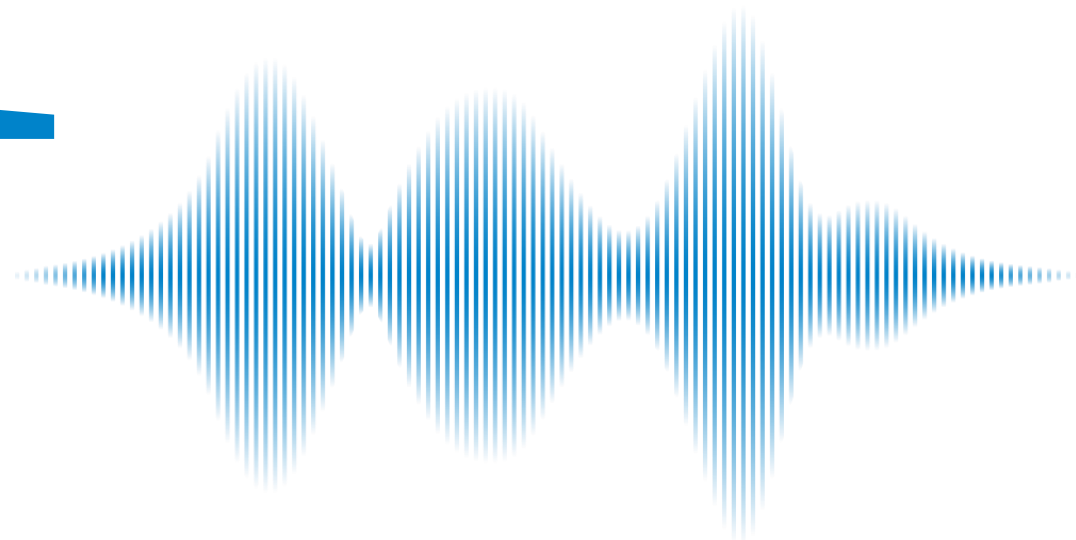
This presentation constitutes neither an offer to sell nor a solicitation to buy any securities. This presentation does not constitute an offering prospectus within the meaning of Article 652a of the Swiss Code of Obligations nor a listing prospectus within the meaning of the listing rules of SIX Swiss Exchange.

Sonova name, products names and logos are registered trademarks of Sonova.

Sennheiser™ is a registered trademark of Sennheiser electronic GmbH & Co. KG used under license by Sonova.



Business Review



Summary HY 2024/25

- Solid sales growth, driven by market share gains in HI and CI
 - Above-market growth in HI despite late-cycle pressures – strong development in CI, driven by sales of new systems
 - Challenging market conditions and lead generation in AC and CH business holding back sales development
- **Overwhelmingly positive customer response** on new HI platforms but limited contribution in 1H – strong initial momentum into 2H
- **Pressure on profitability** from planned additional launch related costs, high lead generation costs coupled with limited organic growth in AC, and continued FX headwinds
- **Lower than expected unit growth in the hearing care market in 1H** expected to continue for the remainder of the year
- **Outlook for FY 2024/25 confirmed** with new platforms expected to drive growth in 2H – higher ASPs, profit fall-through from higher growth coupled with targeted cost initiatives expected to lead to strong growth in adjusted EBITA



Sonova Group results

Key highlights – HY 2024/25

Sales



CHF 1,833.2 m

+5.9% in LC

+4.6% in CHF

Organic growth +4.5% in LC

EPS (adj.)



CHF 3.74 per share

-9.6% in LC

-13.9% in CHF

Sales outlook



+6 - 9%

growth in LC
in FY 2024/25

EBITA (adj.)



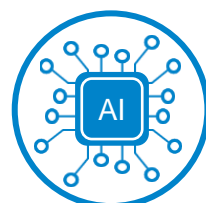
CHF 325.2 m

-3.7% in LC

-7.1% in CHF

Margin -180bps in LC

Breakthrough innovation



Successful launch of
Sphere™ Infinio

A step-change in
speech intelligibility
through real-time AI

EBITA (adj.) outlook



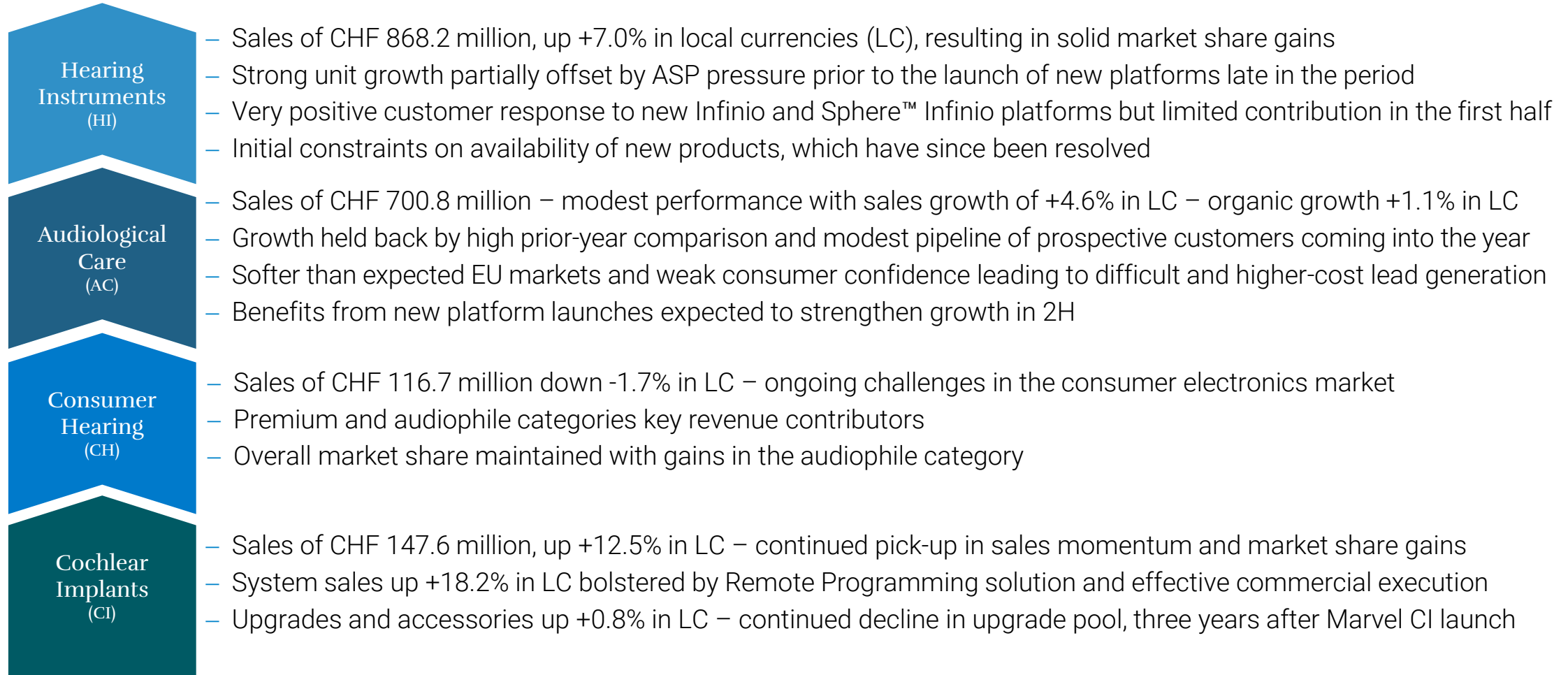
+7 - 11%

growth in LC
in FY 2024/25

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

Sonova Group results

Business summary



► **Solid overall sales development despite softer markets and late-cycle ASP pressure in the HI business**

Hearing Instruments segment

Highlights

Sales
CHF 1,686m

+5.4% vs. PY in LC

+3.9% organic growth

EBITA (adj.)
CHF 310m

-4.9% vs. PY in LC

Margin: 18.4%

Margin YOY: -200bps in LC

HI business
Sales:
CHF 868m

+7.0% vs. PY in LC

AC business
Sales:
CHF 701m

+4.6% vs. PY in LC

+1.1% organic growth

CH business
Sales:
CHF 117m

-1.7% vs. PY in LC

Segment sales

- Solid growth in the HI business, despite late-cycle pressure on ASP and weaker-than-expected market
- Lower than anticipated growth in AC business, partly compensated by contribution from M&A

Segment profitability

- Substantial margin pressure from costs related to product launches, lead generation and FX
- Limited organic growth coupled with elevated lead generation costs in AC business resulting in negative operating leverage
- Progress on efficiency initiatives and product portfolio optimization in the CH business

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

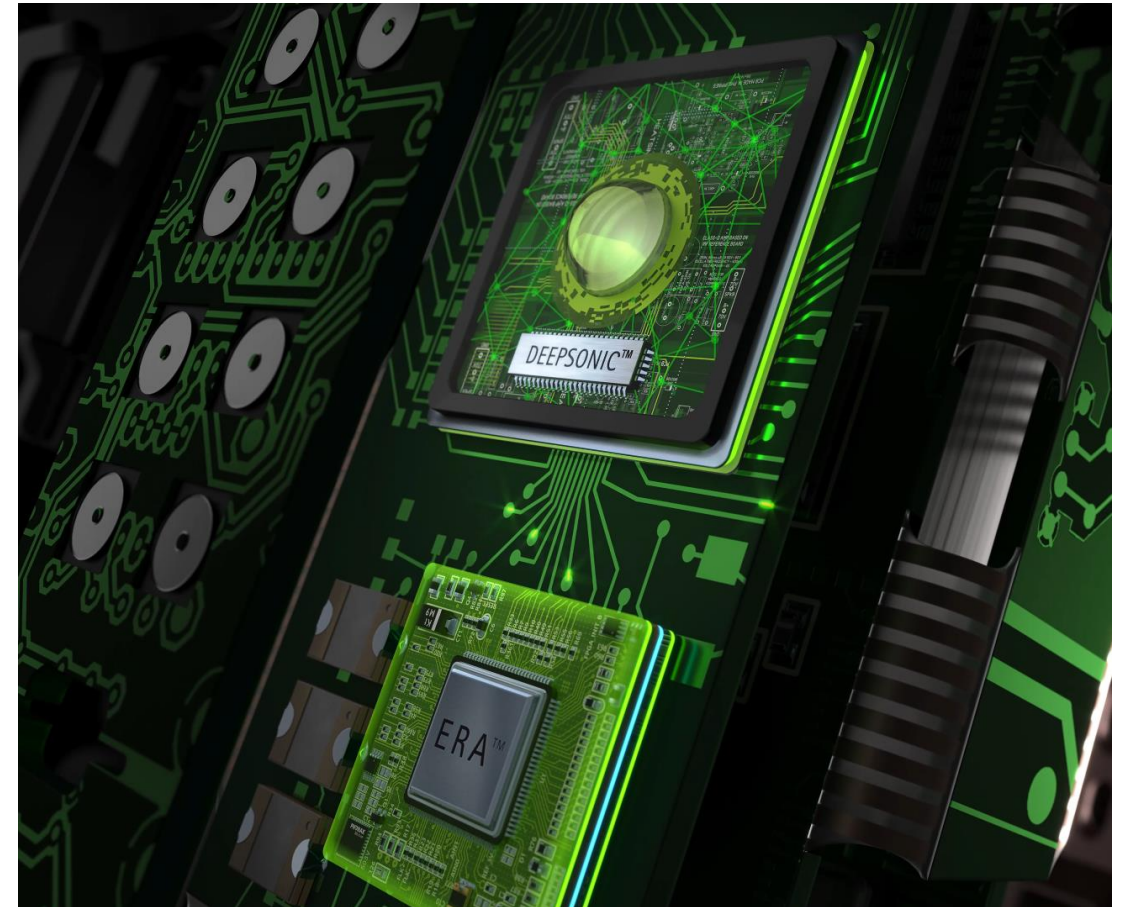
► Organic growth driven by HI business – Margin pressure from launch effects and lead generation costs

Hearing Instruments business

Sales dynamics

HI business
sales: CHF 868m
+7.0% vs. PY in LC

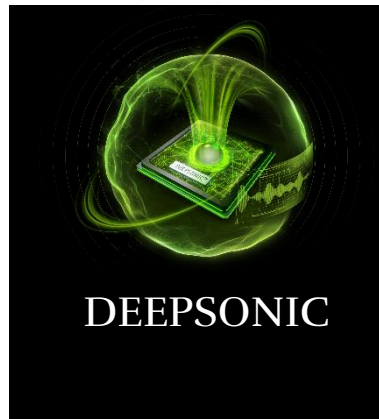
- Solid sales growth of +7.0% in LC in 1H, driven by strong unit growth partially offset by late-cycle ASP pressure
- Biggest product launch campaign ever for new Infinio and Sphere™ Infinio with flagship events in all major markets
- Overwhelmingly positive responses from HCPs and consumers to the new platforms but limited sales contribution in 1H
- Continued build-up of momentum from launches into October, expected to drive good growth performance in 2H



► Solid sales growth despite limited contribution from new platforms – Positive momentum continuing

Delivering breakthrough innovation

New Infinio and Sphere™ Infinio platforms

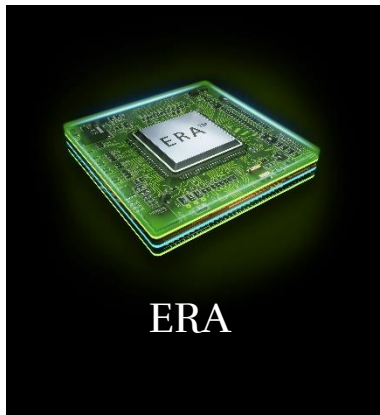


Sphere™ Infinio

Dedicated 2nd chip for
real-time
AI sound processing

Step change in speech
intelligibility, delivering up to
**50% more access to
speech cues**
than competitors

**2-3 times more likely to
understand every word
from any direction**
compared to leading
competitors



Infinio

93% user preference
from very first fit
compared to leading
competitor

6x transmission power
enabling more stable
connections and
uninterrupted handsfree
calls over greater distance

21% less fatigue
and
45% less listening effort
required

**Water resistant and
sweatproof**
featuring Phonak Life
technology as standard
feature in all hearing aids

Note: Additional information available at: <https://www.phonak.com/evidence>

► **Broad new offering delivering strong new consumer benefits**

Strong initial market response

Key launch metrics

Good repurchase rate

- **More than 70%** of HCPs in the US local open market have re-ordered Infinio and Sphere™ Infinio after their initial purchase in the first eight weeks post launch

High share of Sphere™ Infinio

- **Over 50%** of total Infinio units sold since launch were Audéo Sphere™, indicating strong consumer benefit of Spheric Speech Clarity
- **Strong ASP benefit** in the Phonak RIC category from high share of premium products and Audéo Sphere™

Strong commercial success

- **Market share gain of ~5 %-pts** by Phonak in the US commercial market segment after the first two months post launch vs. July 24, well ahead of previous three platforms
- **Record unit volume** of products from new platforms sold in the eight weeks post launch, above previous three platforms

Positive customer feedback

- **98%** of HCPs think Phonak Infinio platform is appealing
- **97%** of the HCPs think Phonak Audéo Sphere™ has a strong competitive advantage over all other hearing aids in the market

Note: n=102; from launch event in Las Vegas



► Positive launch metrics and customer response reflect the strength of Infinio and Sphere™ Infinio

Audiological Care business

Sales dynamics

AC business
sales: CHF 701m

+4.6% vs. PY in LC

+1.1% organic growth

- **Organic growth below expectations**, held back by a high prior year comparison, slow markets in Europe, and modest pipeline of prospective customers coming into the FY
- **Bolt-on acquisitions** mainly in AU and CA supporting growth
- **Elevated lead generation costs** and **limited organic growth** resulting in negative operating leverage
- **Targeted cost initiatives** are being rolled out to streamline operations and elevate profitability



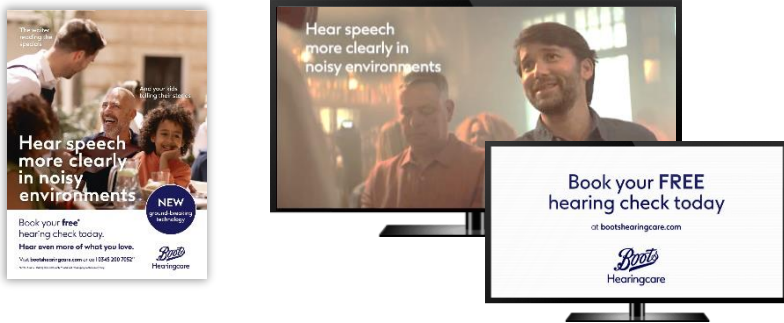
▶ **Subdued organic growth and high lead generation costs weigh on profitability – Countermeasures in place**

Leveraging platform launch for consumer lead generation

Example – Comprehensive launch campaign at Boots Hearingcare

Boots Hearingcare Multi-media campaign across TV, radio, print, digital and PR launch event for key journalists, customers and influencers.

Print and TV

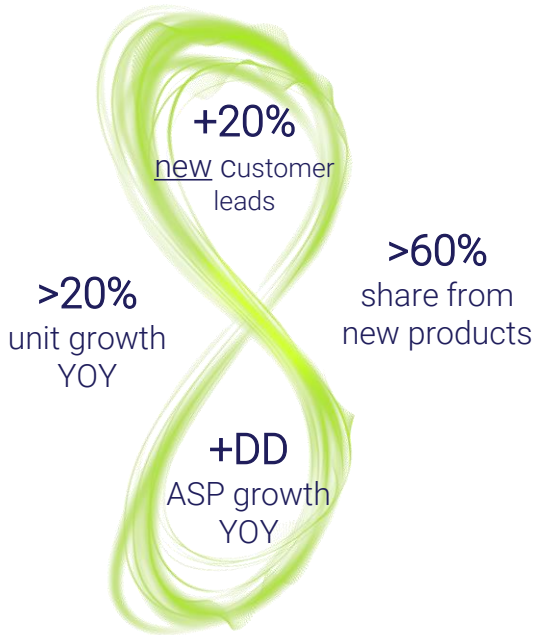


Excellent customer feedback

Holly Hagan-Blyth
BHC Customer and TV personality

"I've got the brand-new Sphere™ Infinio hearing aids, and wow, they are incredible! I feel like they are so life changing, especially now when I'm in an environment where a lot of people are talking, and I can tune out that background noise."

Strong initial commercial impact



Data based on four weeks post product launch

Existing customers



Press launch event



► Strong consumer response in the first launch month driving growth and ASP also in AC

Consumer Hearing business

Sales dynamics

CH business
sales: CHF 117m
-1.7% vs. PY in LC

- Consumer electronics market remains challenging
- Premium and audiophile headphones key contributors to sales, including recently launched MTW4
- Stable overall market share with gains in the audiophile category
- Progressing well on the journey to improve gross margin



► Ongoing challenges in the consumer electronics market affecting sales development

Cochlear Implants segment

Highlights

Sales
CHF 147.6m
+12.5% vs. PY in LC

EBITA (adj.)
CHF 15.8m
+28.5% vs. PY in LC
Margin: 10.7%
Margin YOY: +140bps in LC

System sales
CHF 104.5m
+18.2% vs. PY in LC

Upgrade sales
CHF 43.1m
+0.8% vs. PY in LC

Cochlear implant systems

- Strong YOY growth of +18.2% in LC representing solid market share gains
- Development driven by effective commercial execution and Remote Programming solution
- Further supported by favorable market growth

Upgrades and accessories

- Stable upgrade sales while the installed base of recipients seeking upgrades continues to decline in its third post-launch year

Segment profitability

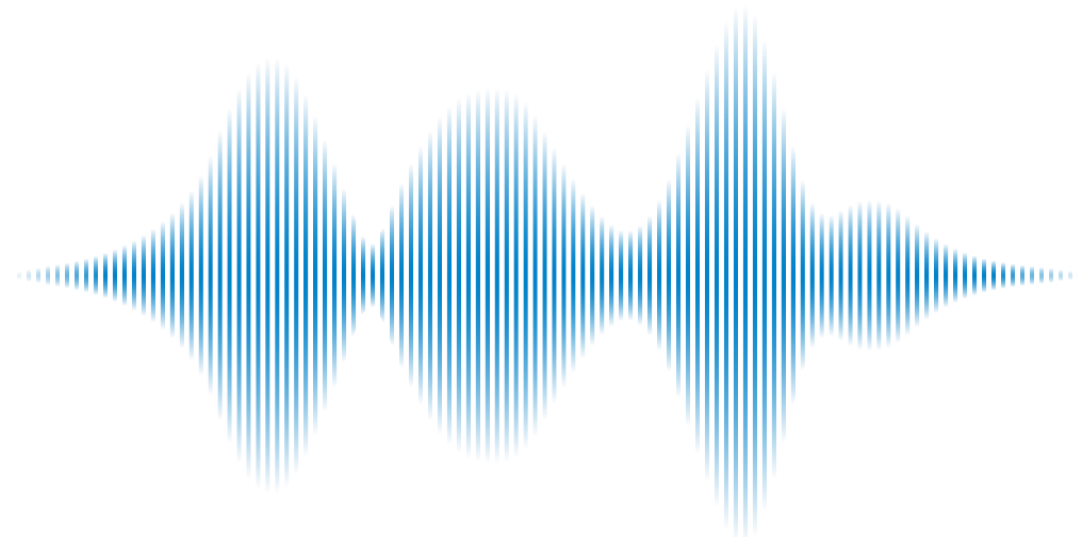
- Solid YOY margin expansion of +140bps in LC, with gross margin headwinds from geographic sales mix more than offset by solid productivity gains

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

► **Strong system sales driving market share gains – Solid YOY margin improvement**

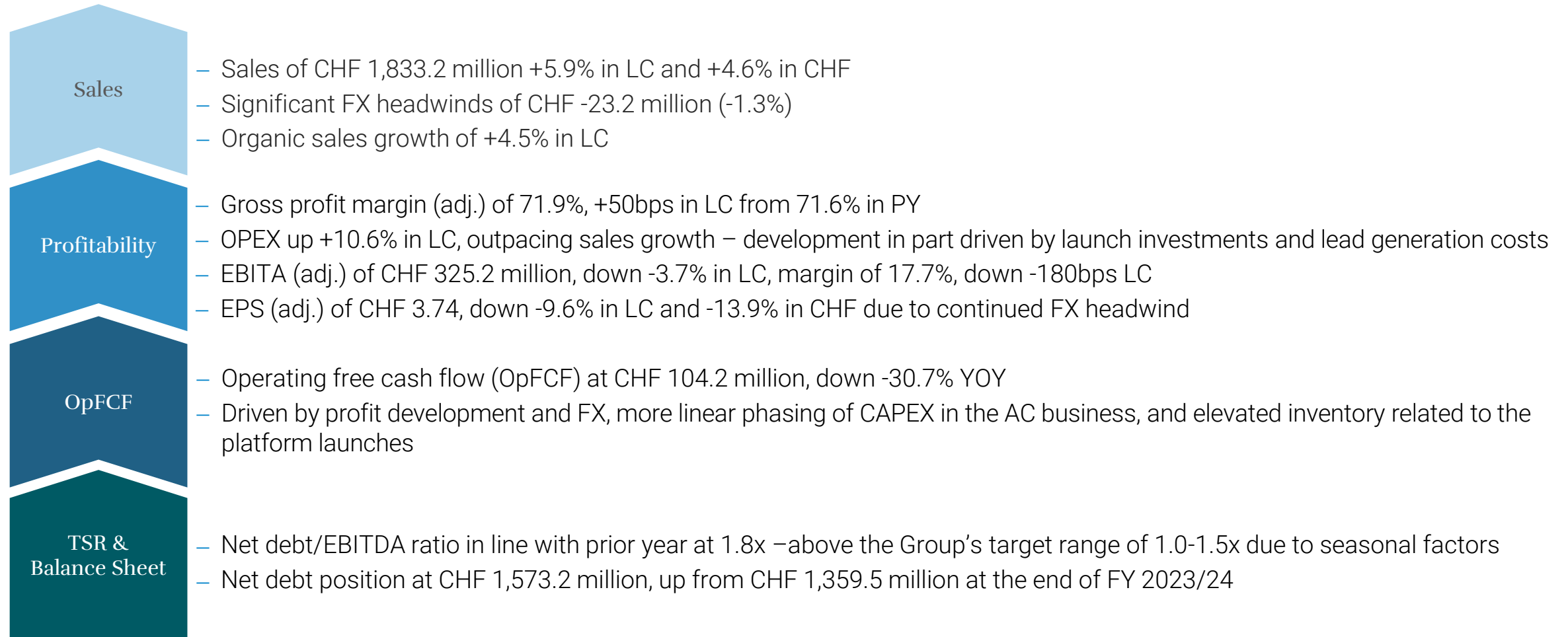
2

Financial information



Financial highlights

Sonova Group

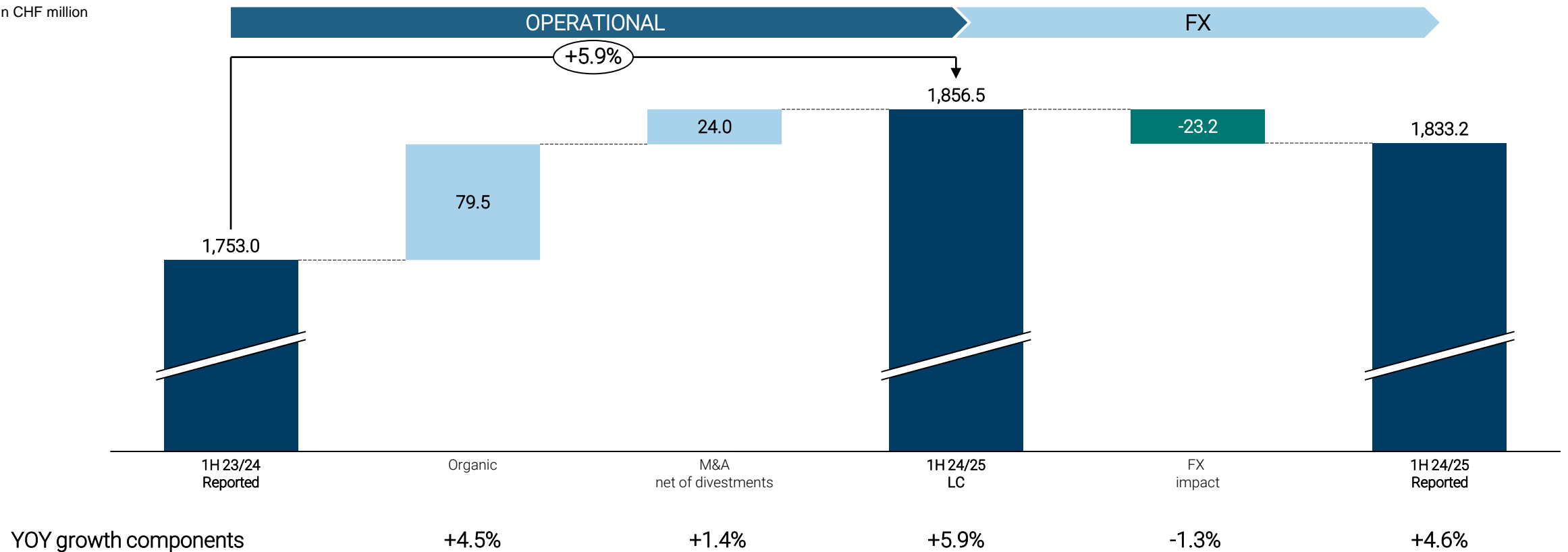


Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

Sonova Group results

Sales components

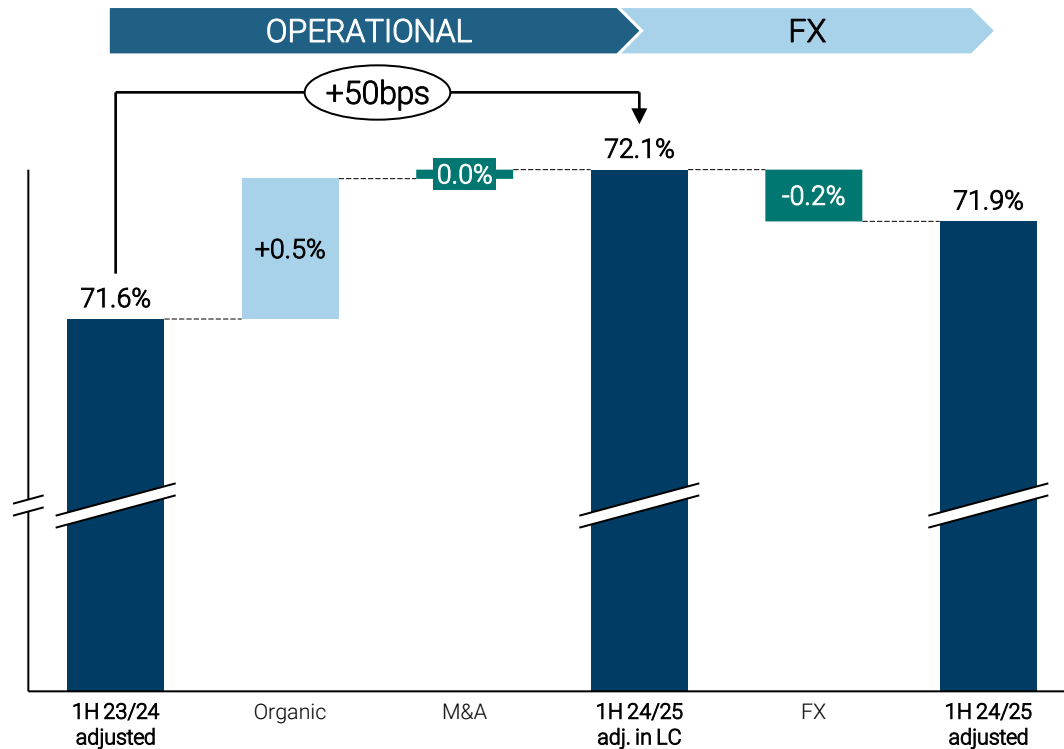
in CHF million



► Solid growth despite softer markets and competitive pressure ahead of the launch – FX weighing on growth

Gross margin development

Sonova Group



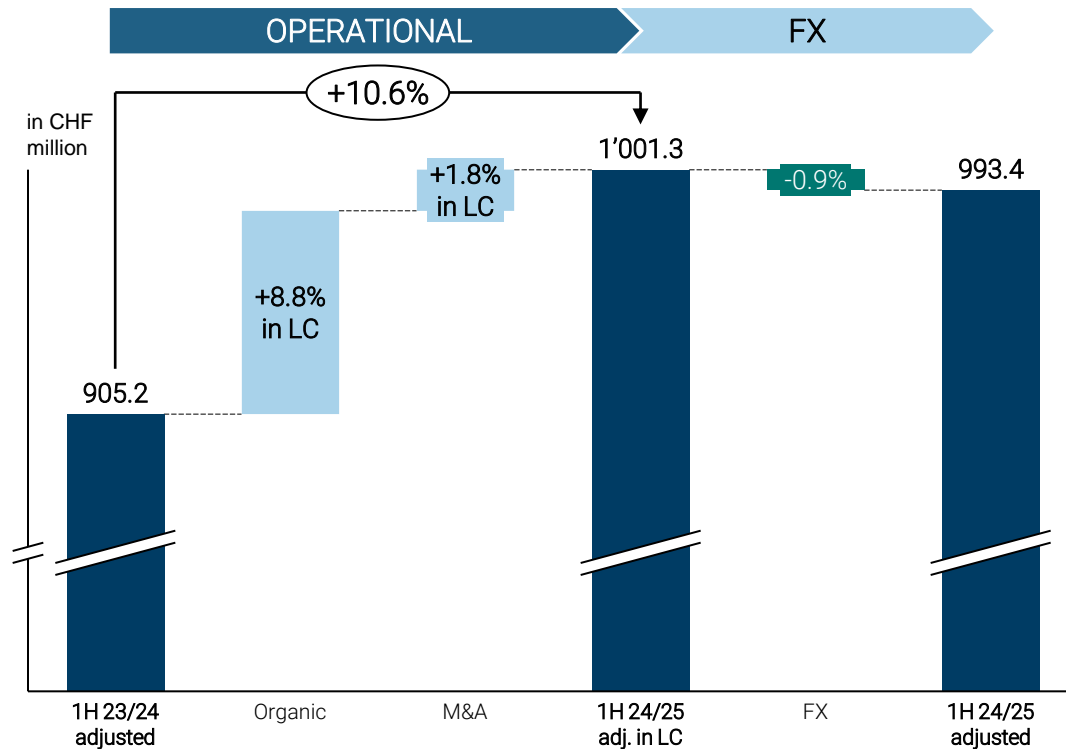
Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

- Gross margin increased by +50bps in LC
- Margin development mainly driven by:
 - Higher volume in HI, lower costs of components and productivity gains
 - ASP pressure leading up to the launch of the new platforms
 - Costs related to the ramp-up of manufacturing
 - Lower costs for repairs due to improvements in product reliability
- Slight headwind from adverse FX development

► Gross profit margin up +50bps in LC – Launch-related pressures from manufacturing ramp-up

Development of operating expenses

Sonova Group



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

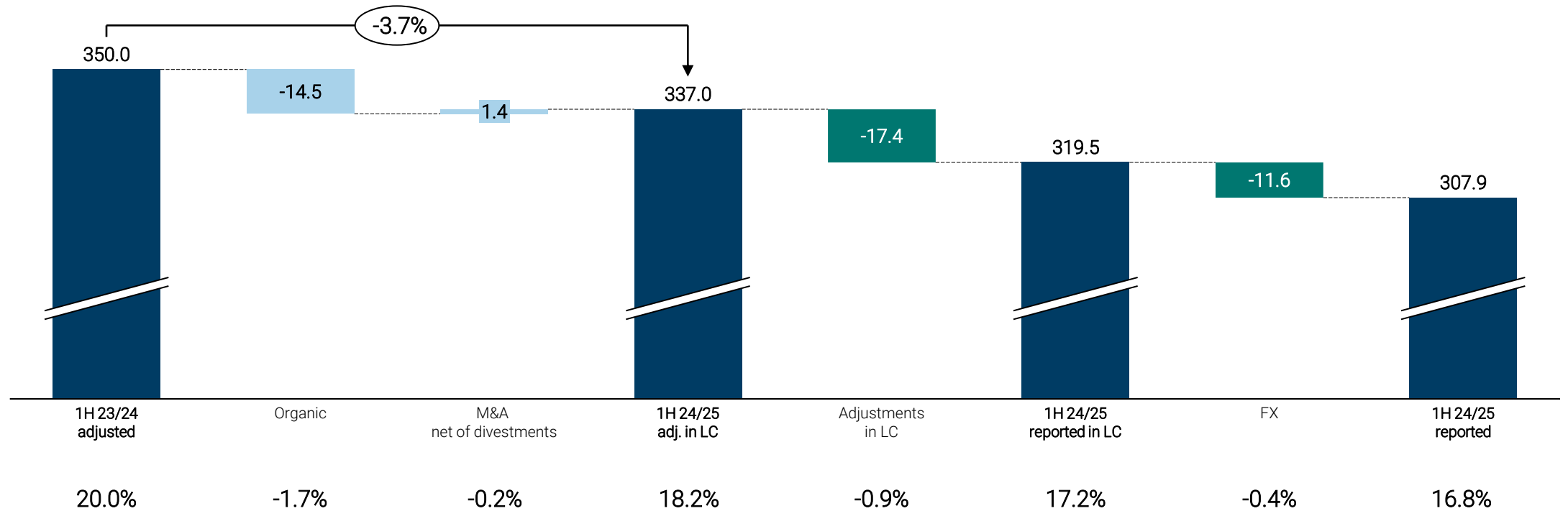
- Organic OPEX growth outpacing sales development, in part related to the launch
 - R&D expenses stable in LC, after successful conclusion of parallel platform developments
 - S&M up +12.5% in LC YOY, outpacing sales growth in equal parts driven by launch investments, elevated lead generation costs, and M&A in the AC business
 - G&A +12.7% in LC YOY with nearly half of the increase from higher IT investments and costs related to the positive share price development on equity-linked compensation instruments
- FX development reducing OPEX growth in CHF

► Substantial OPEX growth, driven by higher marketing and G&A expenses

EBITA Components

Sonova Group

in CHF million

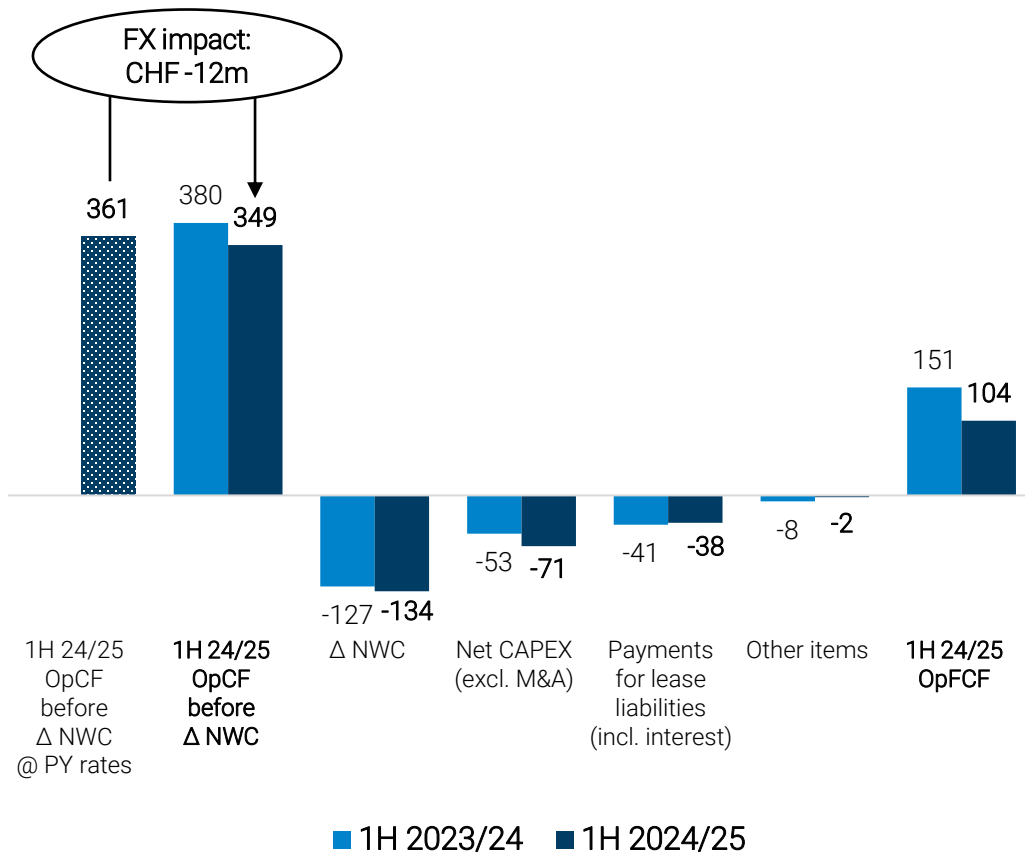


Note: adj. refers to adjusted figures; for details, please refer to the Appendix.

► Margin headwind driven by OPEX development, mainly related to platform launches, lead gen costs, and FX

Cash flow development

Sonova Group – Operating Free Cash Flow



- **OpCF before changes in NWC:** Driven by lower income before tax and adverse FX impact
- **Changes in NWC:** impacted by the build-up of inventories in connection with the launch, partially compensated by benefits from improved payment terms
- **CAPEX:** increase driven by more linear phasing in the AC business compared to the prior year period and investments in new manufacturing facility

► OpFCF driven by profit development and FX, NWC development and higher CAPEX in the AC business

Balance sheet

Key metrics

CHF m	30 Sep 2024	30 Sep 2023	Comments
Days sales outstanding (DSO)	55	57	– Continued improvements of receivables collection
Days payable outstanding (DPO)	62	52	– Improvement from payment term initiatives
Days inventory outstanding (DIO)	180	165	– Build-up of inventory following product launches
Capital employed	3,883.0	3,802.9	– Driven by increased inventory levels following product launches as well as acquisitions
ROCE (reported)	16.7%	18.9%	– Mainly due to lower business result, adverse FX impact and higher level of average capital employed
Net debt	1,573.2	1,672.3	– Decrease mainly driven by FX effects and increased cash levels due to lower dividend
Net debt/EBITDA	1.8x	1.8x	– Above the target range of 1.0-1.5x net debt/EBITDA

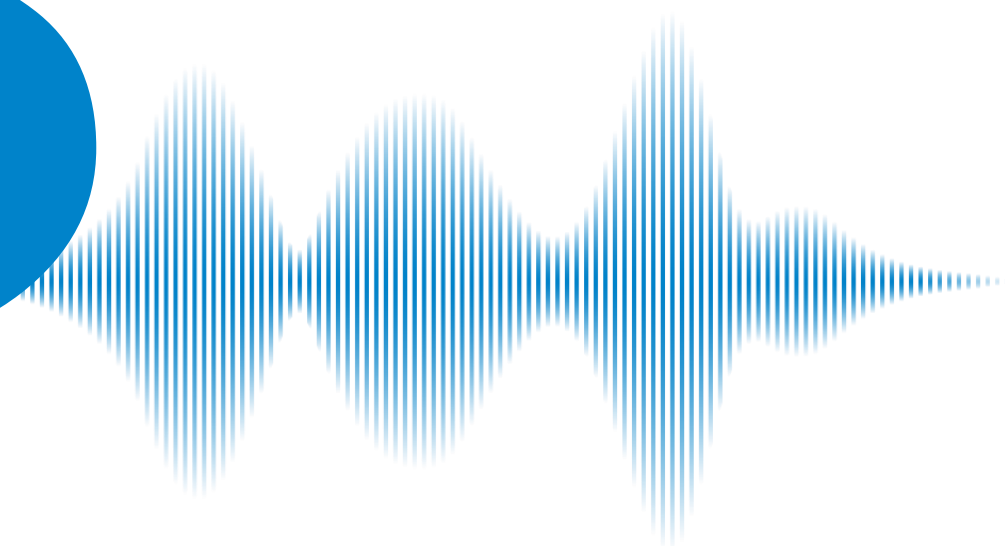
Note: DSO, DPO and DIO calculated on a 360 days basis; net debt/EBITDA ratio calculated based on net debt as of 30 September 2024, divided by 12-months rolling reported EBITDA.

► Progress on DSO and DPO – DIO and capital employed impacted by launch related inventory increase



3

Strategy & Outlook



Sonova's 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

Invest in **high growth** developing markets

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

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



► Consistent implementation of our proven strategy continuing

Our growth ambition

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

Mid-term targets

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

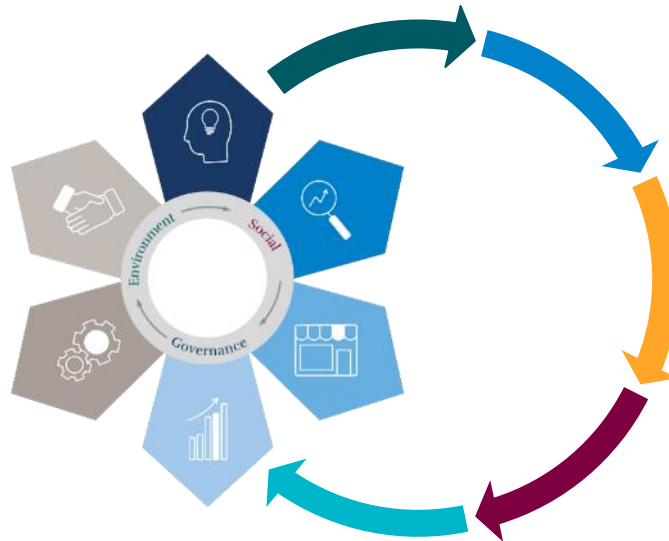
adj. EBITA CAGR
7-11% p.a. in LC

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 – Continuing to drive above-market growth and margin expansion

Recap of 1H 2024/25 and considerations for 2H 2024/25

	Recap 1H 2024/25	Considerations for 2H 2024/25
HI Segment	<ul style="list-style-type: none"> – Unit growth in the hearing care market around 2-3 percentage points lower than expected, with ongoing weakness in some key European countries – HI with robust volume growth, partly offset by ASP pressure prior to launch – strong reception of new platform but limited impact in the first half – AC held back by high PY comparison, modest sales funnel and challenging lead generation, leading to limited organic growth and negative operating leverage – CH facing ongoing challenges in consumer electronics market – progress on efficiency initiatives and portfolio optimization – Substantial margin pressure from additional costs for platform launches and related ramp up of manufacturing, late-cycle ASP pressure, and elevated lead generation costs in AC 	<ul style="list-style-type: none"> – Subdued growth in the global hearing care market expected to continue for the remainder of the year – HI momentum bolstered by strong market response to new platforms, leading to higher ASPs and share gains – resumed initial supply to large US customer – AC growth anticipated to improve, benefiting from new platforms and supported by lower comparison base vs. prior year period – CH to show improved growth, supported by more favorable comparison resulting from temporary portfolio gap last year – Strong profitability growth anticipated, driven by higher sales momentum, significantly lower launch costs, higher ASPs, better profit fall-through, and targeted cost initiatives
CI Segment	<ul style="list-style-type: none"> – Strong system sales indicating market share gains – Upgrade sales lower due to already high penetration of Marvel processor 	<ul style="list-style-type: none"> – Solid system sales expected, but held back by challenging comparison – Upgrades continuing to face headwinds from shrinking pool of eligible recipients
FX	<ul style="list-style-type: none"> – Ongoing FX headwinds due to strong appreciation of the Swiss franc – Sales growth reduced by 1.3% and adj. EBITA growth reduced by 3.4% 	<ul style="list-style-type: none"> – Continued negative impact: FY 2024/25 sales growth in CHF expected to be reduced by 1-2%-pts and adj. EBITA growth in CHF by 4-5%-pts*
Adjustments	<ul style="list-style-type: none"> – Total adjustments of CHF 17.3m, with the majority related to ongoing restructuring, incl. the build-up of the new operations facility in MX 	<ul style="list-style-type: none"> – Restructuring and integration costs expected at around CHF 40-50 million in FY 2024/25, reflecting additional structural countermeasures to streamline operations, increase profitability in AC, and reduce G&A expenses

Note: * Reflecting average exchange rates YTD and exchange rates as of early November for the remainder of FY 2024/25

► Improved sales growth, ceasing of launch costs and targeted cost initiatives to drive acceleration in 2H

Outlook

Guidance FY 2024/25

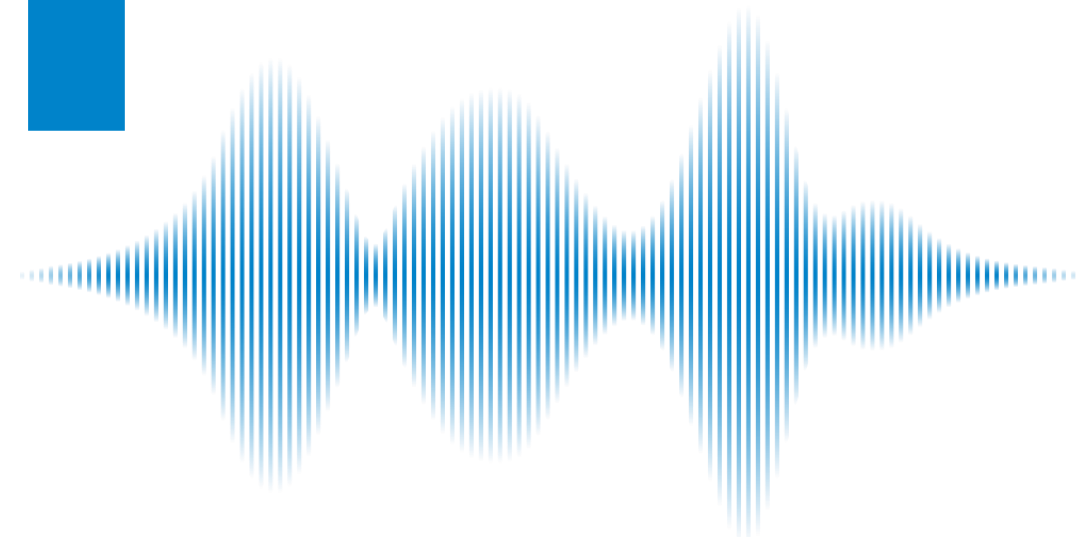
In LC	Guidance FY 2024/25
Sales growth	+6% to +9% p.a.
adj. EBITA growth	+7% to +11% p.a.

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

► New platforms expected to drive sales momentum in 2H – Strong profitability growth expected

4

Q&A



Thank you!

Appendix

Sales by regions and key markets

	iH2024/25			iH 2023/24	
	CHF m	Δ % in LC	% Group sales	CHF m	% Group sales
EMEA	913.5	+4.5%	50%	881.6	51%
USA	562.8	+7.1%	31%	530.7	30%
Americas (excl. USA)	135.7	+11.5%	7%	126.5	7%
Asia / Pacific	221.1	+5.5%	12%	214.2	12%
Total Sonova	1,833.2	+5.9%	100%	1,753.0	100%

Appendix

Key financials – Sonova Group

	1H 2024/25		Δ % in LC	Δ margin in LC
	CHF m	Margin		
Sales (reported)	1,833.2		+5.9%	
Gross profit (adj.)	1,318.5	71.9%	+6.6%	+50bps
OPEX (adj.)	993.4		+10.6%	
EBITA (adj.)	325.2	17.7%	-3.7%	-180bps
Adjustments	-17.2			
EBITA (reported)	307.9	16.8%	-4.1%	-180bps
Acq. rel. amortization	-28.8			
EBIT (reported)	279.2	15.2%	-4.9%	-180bps
Financial result	-20.8			
Tax	-46.6			
Net profit (reported)	211.7	11.5%	-10.8%	-220bps
EPS (adj. in CHF)	3.74		-9.6%	
EPS (reported. in CHF)	3.50		-10.2%	

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

Appendix

Sonova Group – Expense by category excluding acquisition-related amortization

	1H 2024/25		1H 2023/24
	CHF m	Δ % in LC	CHF m
Research & development (adj.) in % of sales	-113.4 6.2%	-1.5%	-115.6 6.6%
Sales & marketing (adj.) in % of sales	-696.8 38.0%	+12.5%	-625.3 35.7%
General & administration (adj.) in % of sales	-183.2 10.0%	+12.7%	-163.8 9.3%
Other income/expenses (adj.)	-0.0	n/m	-0.5
Total OPEX (adj.) in % of sales	-993.4 54.2%	+10.6%	-905.2 51.6%
Adjustments	-10.4	n/m	-13.1
Total OPEX (reported) in % of sales	-1,003.8 54.8%	+10.2%	-918.3 52.4%

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

Appendix

Key financials – As reported and adjusted

in CHF million	1H 2024/25 Reported	Adjustments			1H 2024/25 Adjusted
		① Restructuring	② Transaction & integration	Total	
Sales	1,833.2	-	-	-	1,833.2
Cost of sales	-521.6	+6.8	-	+6.8	-514.7
Gross profit	1,311.7	+6.8	-	+6.8	1,318.5
<i>Research & Development</i>	-113.4	-	-	-	-113.4
<i>Sales & Marketing</i>	-697.8	+1.0	-0.0	+1.0	-696.8
<i>General & Administration</i>	-192.5	+6.3	+3.1	+9.4	-183.2
<i>Other income/(expenses)</i>	-0.0	-	-	-	-0.0
Total OPEX	-1,003.8	+7.3	+3.1	+10.4	-993.4
EBITA	307.9	+14.2	+3.1	+17.2	325.2
Tax	-46.6	-2.5	-0.6	-3.1	-49.7
EPS (in CHF)	3.50	+0.19	+0.04	+0.23	3.74

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

- ① Restructuring: structural optimization initiatives, incl. the build-up of new operations facility in Mexico
- ② Transaction & integration: acquisitions and integrations

Appendix

Non-GAAP adjustments

in CHF m	1H 2024/25	1H 2023/24
Restructuring	+14.2	+10.2
<i>thereof HI segment</i>	+10.1	+7.2
<i>thereof CI segment</i>	+4.1	+3.0
Transaction and integration costs	+3.1	+6.5
Total adjustments to EBITA	+17.2	+16.7

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

Appendix

Sales by segment and sales components

	iH 2024/25			iH 2023/24		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
<i>HI business</i>	868.2	+5.3%	+7.0%	824.5	-11.3%	-4.3%
<i>AC business</i>	700.8	+3.7%	+4.6%	675.5	+5.5%	+11.5%
<i>CH business</i>	116.7	-3.1%	-1.7%	120.3	-9.5%	-1.9%
HI segment	1,685.7	+4.0%	+5.4%	1,620.3	-4.9%	+1.8%
CI segment	147.6	+11.3%	+12.5%	132.6	-7.5%	-0.9%
Total Sonova	1,833.2	+4.6%	+5.9%	1,753.0	-5.1%	+1.6%
Δ organic	+79.5	-	+4.5%	-7.0	-	-0.4%
Δ acquisitions	+24.0	-	+1.4%	+37.1	-	+2.0%
Δ FX	-23.2	-1.3%	-	-123.7	-6.7%	-

Appendix

Sales performance by business

Hearing Instruments business

	iH 2024/25			iH 2023/24		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	868.2	+5.3%	+7.0%	824.5	-11.3%	-4.3%
Δ organic	+57.6	-	+7.0%	-39.8	-	-4.3%
Δ acquisitions	-	-	-	-	-	-
Δ FX	-13.9	-1.7%	-	-65.8	-7.1%	-

Consumer Hearing business

	iH 2024/25			iH 2023/24		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	116.7	-3.1%	-1.7%	120.3	-9.5%	-1.9%
Δ organic	-2.0	-	-1.7%	-2.5	-	-1.9%
Δ FX	-1.7	-1.4%	-	-10.2	-7.7%	-

Audiological Care business

	iH 2024/25			iH 2023/24		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	700.8	+3.7%	+4.6%	675.5	+5.5%	+11.5%
Δ organic	+7.3	-	+1.1%	+36.6	-	+5.7%
Δ acquisitions	+24.0	-	+3.5%	+37.0	-	+5.8%
Δ FX	-5.9	-0.9%	-	-38.2	-6.0%	-

Cochlear Implants business

	iH 2024/25			iH 2023/24		
	CHF m	Δ % in CHF	Δ % in LC	CHF m	Δ % in CHF	Δ % in LC
Sales	147.6	+11.3%	+12.5%	132.6	-7.5%	-0.9%
Δ organic	+16.6	-	+12.5%	-1.3	-	-0.9%
Δ FX	-1.7	-1.3%	-	-9.5	-6.6%	-

Appendix

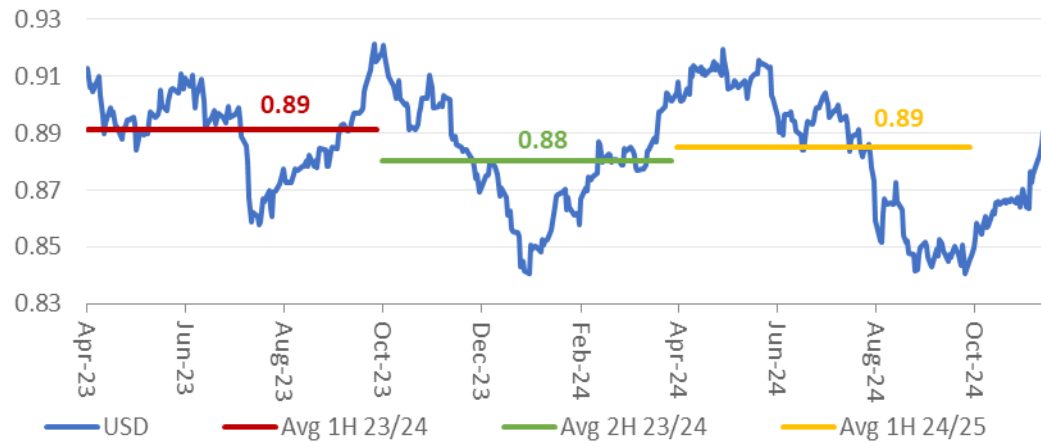
Cash flow statement

	1H 2024/25		1H 2023/24
	CHF m	Δ % in CHF	CHF m
Income before taxes	258.3	-12.0%	293.7
<i>Depreciation & amortization</i>	120.4	-0.7%	121.3
<i>Working capital</i>	-133.7	+5.3%	-127.0
<i>Other cash effects</i>	8.0	+156.2%	3.1
<i>Tax paid</i>	-49.2	+8.0%	-45.6
<i>Financial result</i>	11.2	+57.0%	7.1
Operating cash flow	215.1	-14.9%	252.8
<i>Payments for lease liabilities</i>	-38.0	-7.0%	-40.8
<i>Capex</i>	-70.0	+32.3%	-52.9
<i>Other movements in financial assets</i>	-2.9	-66.3%	-8.5
Operating free cash flow	104.2	-30.7%	150.5
<i>Net M&A</i>	-52.5	-12.3%	-59.9
Free cash flow	51.7	-42.9%	90.6
Cash flow from financing activities	-330.9	+14.0%	-290.3

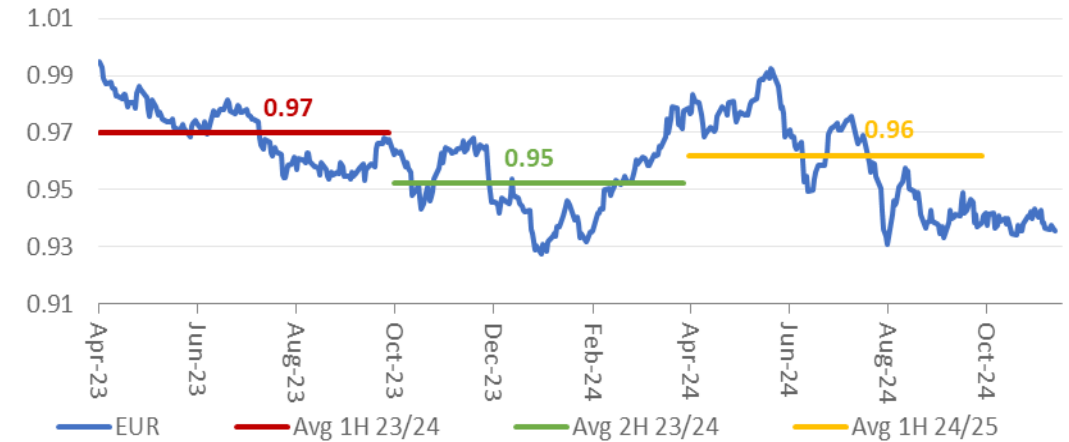
Appendix

Sonova Group – FX impact on sales and margins

USD/CHF



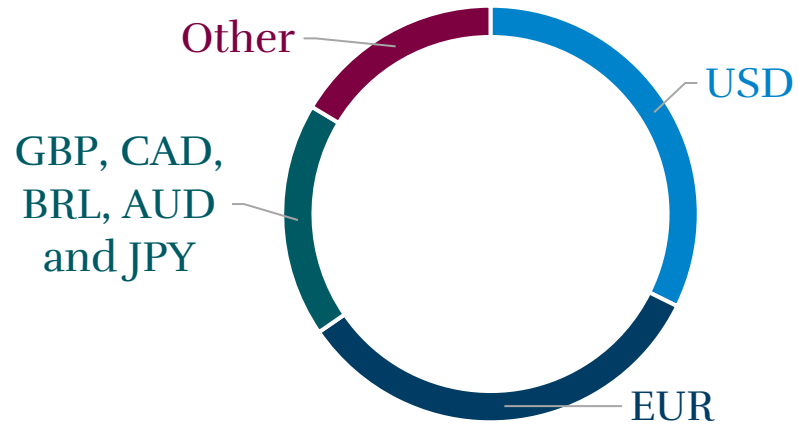
EUR/CHF



	Rate	Sales	EBITA
USD/CHF	+/- 5%	+/- CHF 60 million	+/- CHF 15 million
EUR/CHF	+/- 5%	+/- CHF 66 million	+/- CHF 24 million

Appendix

Sonova Group – Sales by currency and FX rates



	1H-23/24	1H-24/25	Δ YOY in %	2H-23/24	FY-23/24	Spot Nov-2024
USD	0.89	0.89	-0.9%	0.88	0.89	0.89
EUR	0.97	0.96	-0.8%	0.95	0.96	0.94
GBP	1.12	1.13	+1.0%	1.10	1.11	1.12
CAD	0.66	0.65	-2.4%	0.65	0.66	0.63
AUD	0.59	0.59	-0.3%	0.58	0.58	0.57
BRL	0.18	0.16	-9.1%	0.18	0.18	0.15
JPY 100	0.63	0.58	-8.2%	0.59	0.61	0.57

Key dates

Date	Event
April 1 – May 12, 2025	Quiet period
May 13, 2025	Publication of Full-Year Results 2024/25
June 10, 2025	AGM

Sonova Financial Calendar

Please find the full financial calendar here: <https://www.sonova.com/en/financial-calendar>

Investor relations contacts



Thomas Bernhardsgruetter

Senior Director Investor Relations

☎ +41 58 928 33 44

📱 +41 79 618 28 07

✉ Thomas.Bernhardsgruetter@sonova.com



Jessica Grassi

Director Investor Relations

☎ +41 58 928 33 22

📱 +41 79 416 28 76

✉ Jessica.Grassi@sonova.com



Olivier Fergg

Investor Relations Analyst

☎ +41 58 928 33 45

✉ Olivier.Fergg@sonova.com



Nicole Jenni

Investor Relations Associate

☎ +41 58 928 33 21

✉ Nicole.Jenni@sonova.com

Sonova Group Headquarters

📍 Laubisrütistrasse 28
CH-8712 Stäfa
Switzerland

✉ ir@sonova.com

☎ Switchboard: +41 58 928 01 01