

# Abbott Established Pharmaceuticals Overview



Abbott's Established Pharmaceuticals Division (EPD), headquartered in Basel, Switzerland, is focused on helping make the world a healthier place by bringing the benefits of trusted pharmaceutical brands to much broader patient populations – in the developed world and, particularly, in the fastest growing markets. EPD brings value to its patients and customers through a growing portfolio of high-quality established pharmaceutical products and by building country-specific portfolios of trusted products to suit local patient needs.

## BUSINESS FACTS

### Headquarters

Basel, Switzerland

### Net Sales\*

\$5.1 billion

### Global Leadership

Across international markets:

- **No. 1** macrolide antibiotic
- **No. 1** pancreatic enzyme replacement therapy (PERT)
- **No. 1** progestogen product (ex-U.S.)

**Strong** positions in key emerging markets

## EPD SALES MIX\*\*

50% Key Emerging Markets



50% Other Markets



\*2012 sales

\*\*EPD does not sell or distribute its products in the United States.



## KEY THERAPEUTIC AREAS AND LEADING PRODUCTS

EPD has a broad portfolio of established pharmaceuticals – high-quality, affordable branded generic medicines that have been successfully treating patients for many years. This portfolio covers several therapeutic areas, including gastroenterology, women's health, cardiology, metabolic disorders and primary care:\*

- **Cardiology and metabolic:** Lipanthyl® (fenofibrate), Omacor®, Teveten®, Tarka®, Synthroid®, Isoptin®
- **Primary care:** Klaricid®, Influvac®, Serc®, Luvox®, Brufen®
- **Women's health:** Duphaston®, Femoston®
- **Gastroenterology:** Creon®, Adomet®, Duphalac®, Dicletel®

\*Brand names vary in different countries.



## DIVERSE PORTFOLIO, LOCALIZED STRATEGY

- EPD's objective is to become the world leader and most trusted partner in established pharmaceuticals. Our strategy is focused on increasing access and being closer to patients and other customers by building a portfolio that best meets each local market's needs.
- We will achieve this by:
  - Increasing access to our existing products through geographic expansion.
  - Improving the therapeutic benefit of our products by continued innovation in formulation, packaging and new indications.
  - Enhancing access by expanding our local product portfolios through targeted deals, partnerships and alliances.
  - Engaging with local medical associations, patient groups and top scientific experts to share knowledge on current practices in prevention, diagnosis and treatment and to support initiatives that advance access to and improvement in healthcare.



## INTEGRATED BUSINESS MODEL, SINGULAR FOCUS

- EPD is a fully integrated business, with dedicated development, regulatory, operations and commercial capabilities:
  - **Development/regulatory:** Capacity to quickly develop, register and market product improvements based on customer feedback; ensures ongoing medical and clinical support.
  - **Operations:** Focused on quality, availability and reliability. A manufacturing network across North America, South America, Europe and Asia Pacific ensures reliable supply and distribution of high-quality products.
  - **Commercial:** Experienced sales force with strong knowledge of a country-specific portfolio of global and local pharmaceutical products.