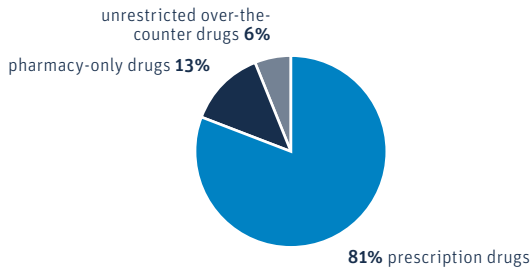


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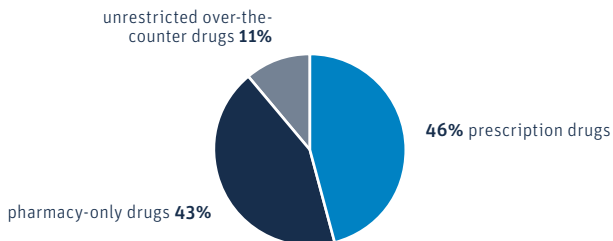
## Sales and Packages Sold through Pharmacies in 2008

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Sales: EUR 22.5 billion (+4.4% over previous year)



Packages: 1.59 billion (+1.7% over previous year)



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Sales at manufacturer prices minus manufacturer discounts pursuant to the German Social Code V  
Source: InsightHealth, vfa

As during the previous year, sales in the German pharmacy market increased slightly in 2008. After deduction of legally mandated discounts, net sales were EUR 22.5 billion, i.e. 4.4 percent more than the year before. However, actual net sales were even lower due to the discount agreements concluded between the health insurance funds and manufacturers. The companies' mandatory discounts for the benefit of statutory health insurance funds were about EUR 1.25 billion. The amount of the individual, contractually agreed discounts is unknown. In 2008, the number of packages sold reached a volume of 1.61 billion, which represents a 1.5 percent increase over the previous year. This increase occurred primarily in prescription drugs, whose share grew from 44 to 46 percent. In contrast, sales of over-the-counter drugs from pharmacies decreased.