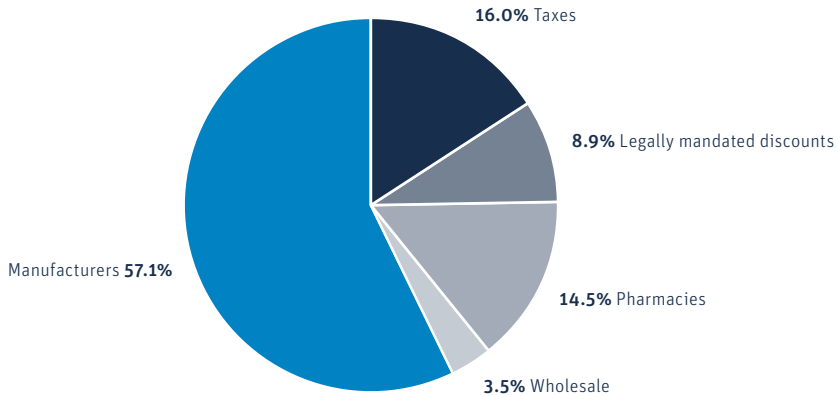

Sales Distribution in the SHI Pharmaceutical Market in 2008



Sales at pharmacy retail prices
Source: InsightHealth, vfa

In 2008, gross sales with proprietary medicinal products in the SHI market (at pharmacy retail prices incl. VAT without rebate deduction) were EUR 29.5 billion.

Based on the German Contribution Rate Safeguarding Act, the SHI Modernization Act and the Economic Efficiency of Pharmaceutical Care Act, the discounts the pharmaceutical companies as well as wholesalers and retailers must grant to statutory health insurance have been changed several times between 2002 and 2008. In 2006, the mandatory discount was expanded again for manufacturers.

Due to the value-added tax increase to 19 percent, the share of taxes included in gross sales increased to 16 percent.