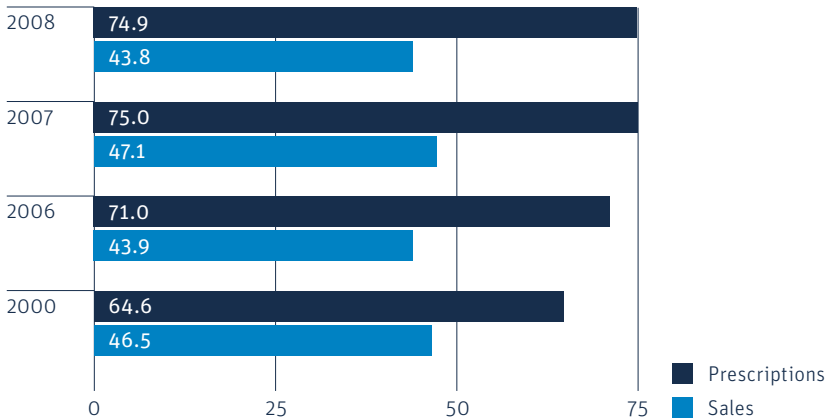


## Reference Prices in the SHI Market

Shares in percent



2000: as of: July 1; 2006 to 2008: annual averages

Source: SHI, vfa

Over the past two years, indirect price regulation based on reference prices has been significantly expanded again. In 2007 and 2008, almost three-fourths of all pharmaceuticals prescribed in Germany were subject to this regulation. As a result, this share is the highest since reference prices were introduced. The sales share of pharmaceuticals subject to reference prices has remained relatively constant due to decreasing reference prices.

Effective 2005, new reference price categories may also include patented active ingredients. This involves additional, considerable burdens, especially for the research-based pharmaceutical companies.

Since January 1, 2009, more than 29,000 proprietary medicinal products have been subject to reference prices. As a result, the statutory health insurance funds will probably save more than EUR 4 billion in 2009.