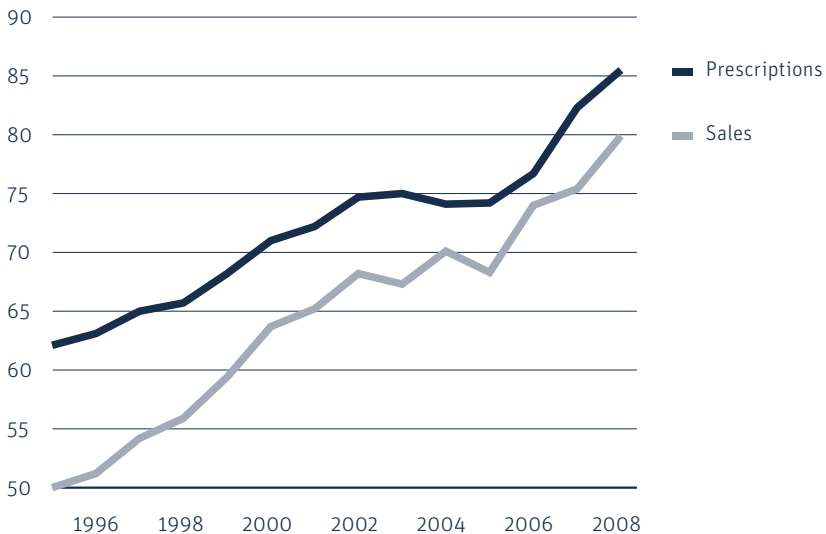


Generic Drugs in the SHI Market

Shares in the market eligible for generic drugs (in percent)



For detailed data, see Appendix, page 60

Source: Arzneiverordnungs-Report 2008 (up to 2007), SHI (2008)

When patents expire, the imitation products of other manufacturers (generic drugs) can also be authorized for marketing alongside the original pharmaceuticals. In Germany, 80 percent of SHI prescriptions – and at 45 percent almost half of all sales in the entire market – are generated in this so-called generics-eligible market.

During the past 12 years, Germany has evolved into the world's most generics-friendly country. Often, original products lose almost their entire market share to generic drugs within just a few months after patent expiration. On average, more than 85 percent of all prescriptions and about 80 percent of sales in the generics-eligible market were generated by imitation products in 2008.