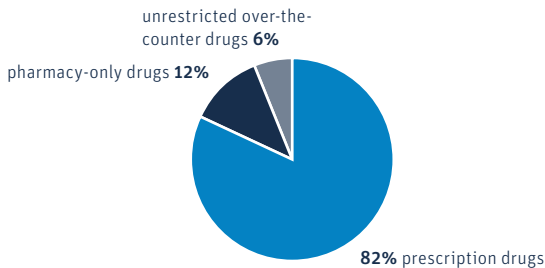


---

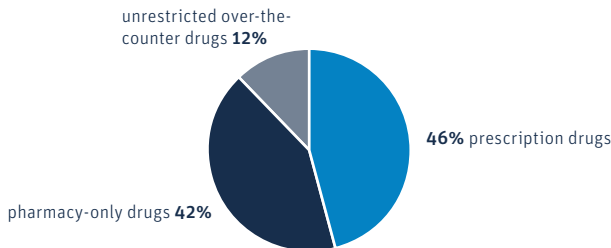
## Sales and Packages Sold through Pharmacies in 2009

---

Sales: EUR 24.7 billion (+3.7% over the previous year)



Packages: 1.6 billion (−0.5% over the previous year)




---

Sales at pharmaceutical manufacturer prices (discounts not taken into account)  
Source: InsightHealth, vfa

Sales in the German pharmacy market increased slightly in 2009, as they did in the previous year. After deducting legally mandated discounts and individual contractual rebates, net sales reached EUR 24.7 billion, 3.7 percent more than in the previous year. However, net sales were actually much lower due to these discounts. The exact amount of these discounts is currently unknown but is estimated at up to EUR 2 billion. The number of packages sold reached a volume of 1.6 billion in 2009, a decrease of 0.5 percent compared with the previous year. Sales of prescription-only drugs increased slightly (+0.2 percent), while total sales of pharmacy-only and unrestricted over-the-counter drugs from pharmacies declined (−1.1 percent).