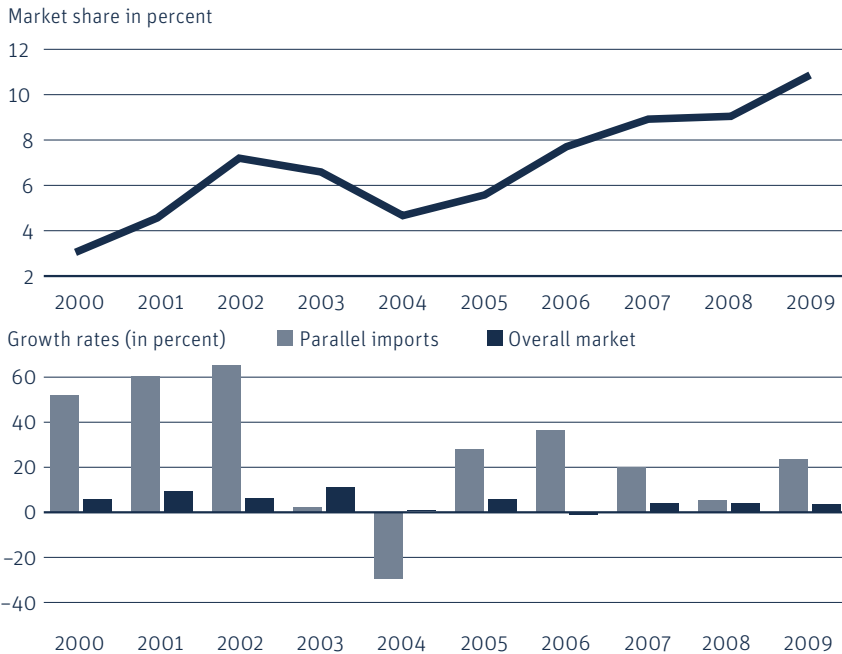


Parallel Imports



Sales at pharmaceutical manufacturer prices; for detailed data, see Appendix, page 59
Sources: IMS Health, InsightHealth, vfa

The market share of pharmaceutical parallel imports in the pharmacy market, less than 2 percent in 1998, increased to almost 11 percent in 2009. This was due in large part to targeted government support. The introduction of a minimum price difference for imported products compared to original products from 2004 interrupted this development only temporarily. Parallel imports focus mainly on patented innovations, so research-based pharmaceutical companies suffer a considerable loss of sales in the domestic market. Importers generated sales worth EUR 2.66 billion in 2008.