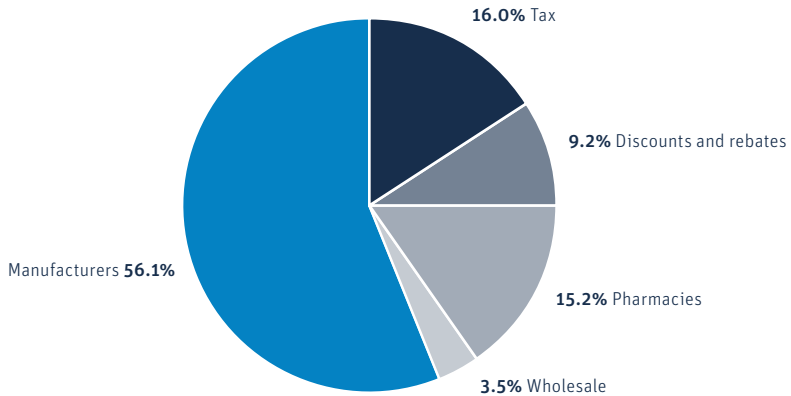

Sales Distribution in the SHI Pharmaceutical Market in 2009



Sales at pharmacy retail prices
Sources: InsightHealth, BMG, vfa

Gross sales of proprietary medical products in the SHI market (at pharmacy retail prices incl. VAT without rebate deductions) were worth EUR 30.9 billion in 2009. Through the Contribution Rate Safeguarding Act, the SHI Modernization Act and the Economic Optimization of Pharmaceutical Care Act, the discounts that pharmaceutical manufacturers, wholesalers and retailers must grant to statutory health insurers have been changed several times between 2002 and 2008. To this must be added rebates from contracts outlined in Section 130a par. 8 of Germany's Social Security Code (SGB).

The increase in value-added tax to 19 percent from 1/1/2007 also raised the share of tax in gross sales to 16 percent.