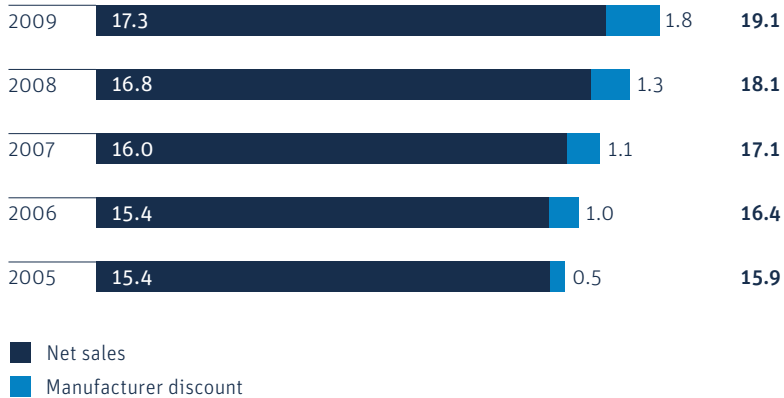


Manufacturer Sales in the SHI Pharmaceutical Market

in EUR billion at manufacturer prices



Source: InsightHealth, vfa

Several tightenings of discount regulations have caused legally mandated manufacturer discounts to more than double since 2005. Discounts, which have increased substantially in recent years, based on individual agreements between health insurance funds and manufacturers pursuant to Section 130a par. 8 of Germany's Social Security Code, must also be taken into account. The total of these discounts is now estimated at over EUR 1.8 billion (almost 10 percent of gross sales at manufacturer prices).

Net sales in 2009 were EUR 17.3 billion, an increase of just 2.8 percent compared with the previous year.