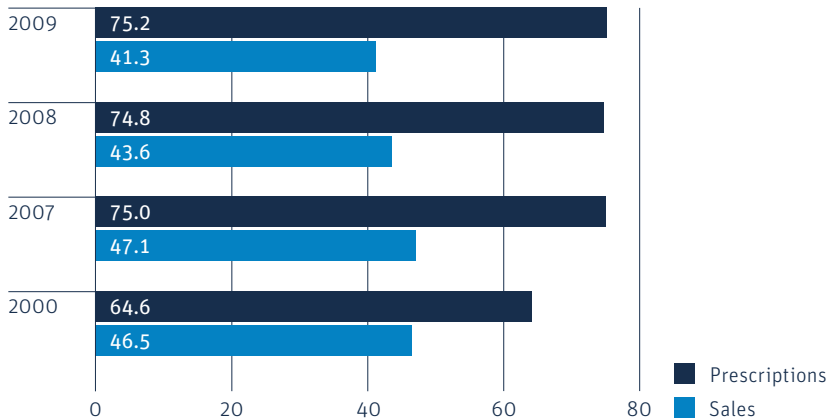


Reference Prices in the SHI Market

Shares in percent



2000: as of July 1st; 2007, 2008: annual averages; 2009: January to November
Source: SHI, vfa

Over the past three years, indirect price regulation based on reference prices has continued to be expanded significantly. In 2009, around three quarters of all pharmaceuticals prescribed in Germany were subject to this regulation. This share is the highest since reference prices were introduced. The share of pharmaceutical sales subject to reference prices is declining due to reductions in reference prices.

Since 2005, new categories of reference prices can also include patented active ingredients. This imposes a considerable additional burden, especially on research-based pharmaceutical manufacturers.

Since January 1st, 2010, over 30,000 proprietary medical products have been subject to reference prices. As a result, the statutory health insurance funds should save at least EUR 4.3 billion in 2010.