

EXECUTIVE SUMMARY

2023-Q4

- 1,642,7 mn Eur, PPP*, 17,4% Sales Growth
- 185.3 mn units, 2.1% Volume Growth
- 6.1% DOT Growth

2023-FY

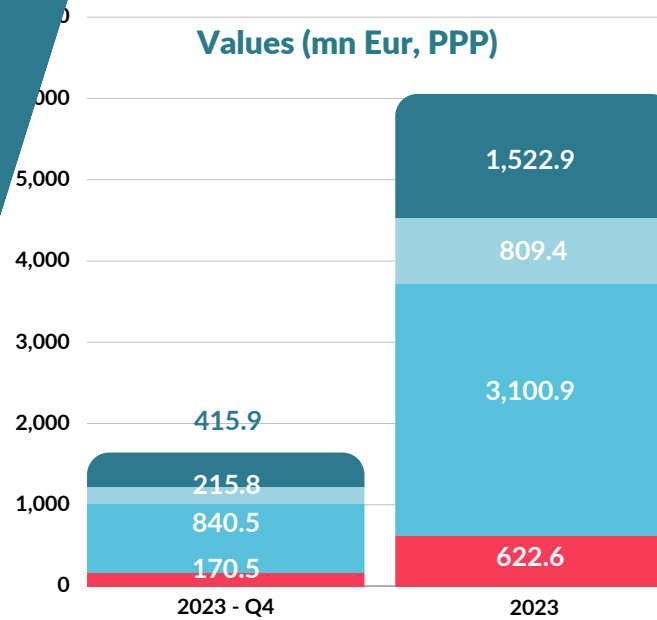
- 6,055.7mn Eur, PPP*, 15.8% Sales Growth
- 722.6mn units, 2.4% Volume Growth
- 6.0% DOT Growth

*PPP-Pharmacy Purchase Price



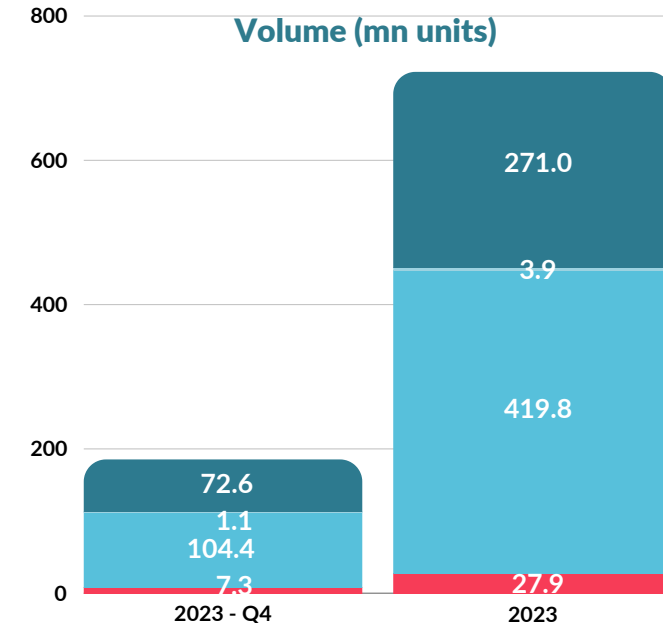
Legend: Hospital drugs w/o CV (red), Retail Rx drugs w/o CV, CVR (light blue), CV, CVR drugs (medium blue), OTC drugs & FS (dark blue)

Values (mn Eur, PPP)

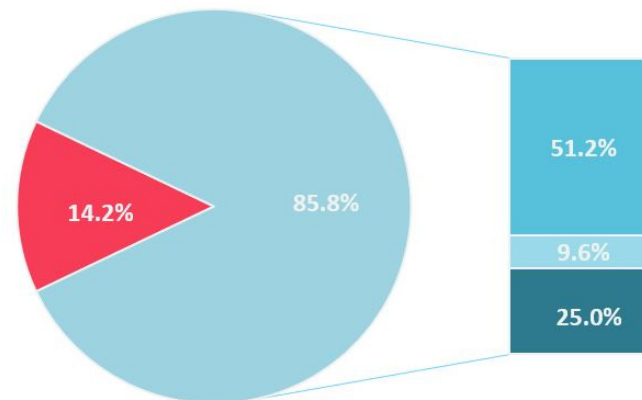


Legend: Hospital drugs w/o CV (red), Retail Rx drugs w/o CV, CVR (light blue), CV, CVR drugs (medium blue), OTC drugs & FS (dark blue)

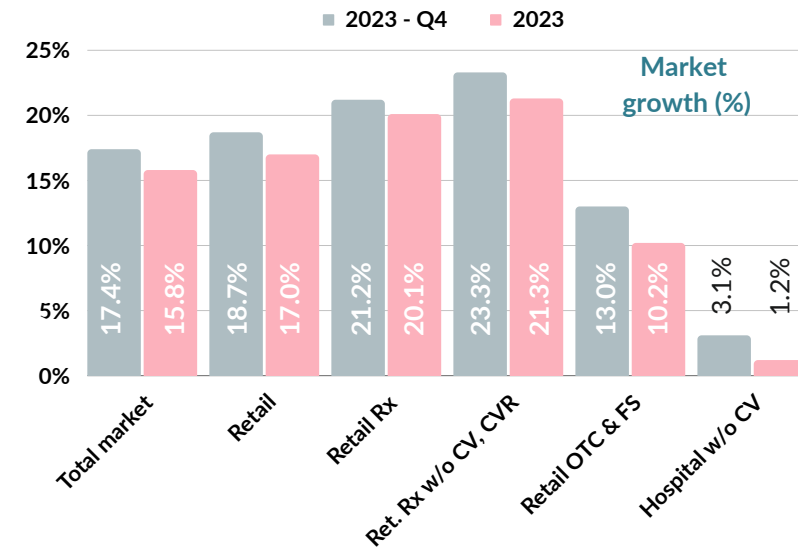
Volume (mn units)



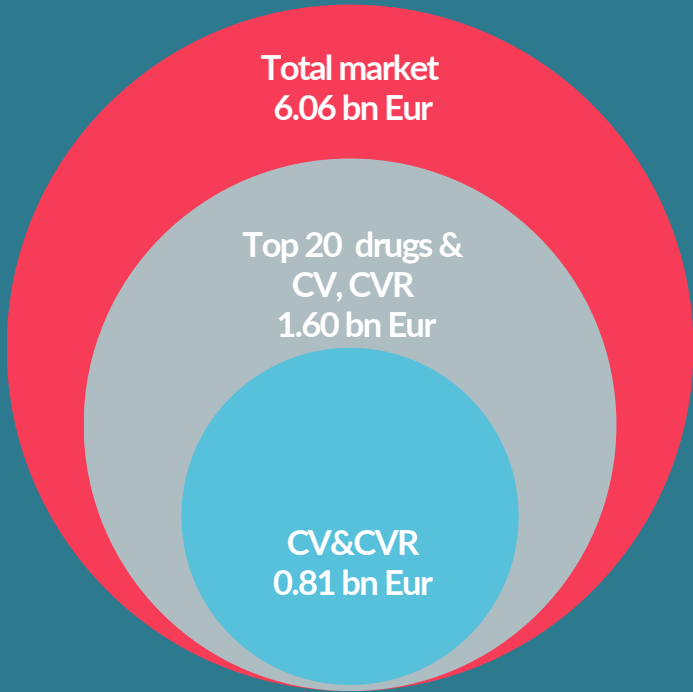
MARKET SPLIT BY CHANNEL AND STATUS - MAT (2023-Q4), PPP, EUR



Legend: Hospital drugs (red), Retail Rx w/o CV, CVR drugs (light blue), Retail CV, CVR drugs (medium blue), Retail OTC drugs & F (dark blue)



EXECUTIVE SUMMARY



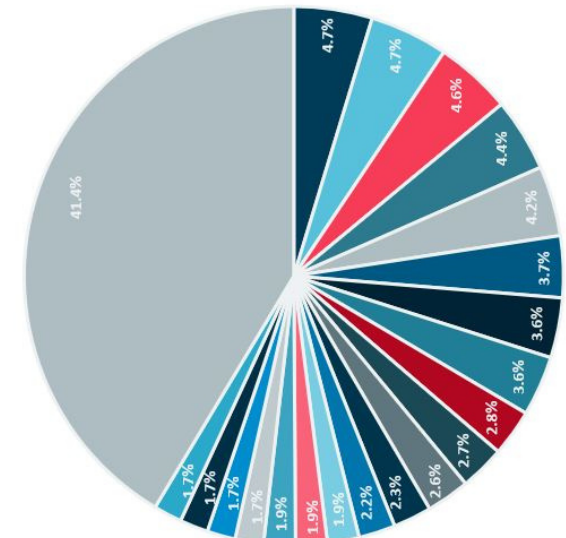
TOP 20 BRANDS

Crt. No.	Top 20 brands PRODUCT NAME	Values PPP 2023 - Q4 EUR, mn	Values PPP 2023 - Q4 +/- %	Values PPP MAT(2023 - Q4) EUR, mn	Values PPP MAT(2023 - Q4) +/- %
	Total market	1,642.7	17.4%	6,055.7	15.8%
	Top 20 Rx and OTC drugs	216.5	30.6%	787.2	33.6%
1	NUROFEN	23.1	29.5%	82.6	13.9%
2	IMBRUVICA	18.0	17.4%	67.0	25.2%
3	DARZALEX	14.8	111.4%	48.9	116.0%
4	TAGRISO	12.4	41.5%	44.0	42.8%
5	IBRANCE	10.9	10.5%	41.4	13.3%
6	TRULICITY	9.9	-8.3%	40.6	-1.0%
7	OZEMPIC	10.7	24.9%	40.1	35.3%
8	DETRALEX	9.6	10.1%	37.5	17.8%
9	ASPENTER	10.0	21.7%	36.4	11.3%
10	VESSEL DUE F	9.4	8.2%	36.2	15.2%
11	FORXIGA	10.6	55.8%	35.7	59.2%
12	RYBELSUS	10.7	183.6%	33.3	563.8%
13	PHESGO	9.2	44.4%	32.9	190.4%
14	CLEXANE	9.3	41.4%	32.0	35.9%
15	SPINRAZA	8.0	-11.3%	31.3	-7.4%
16	SORTIS	8.4	33.3%	30.7	24.0%
17	TRESIBA	8.1	18.3%	30.7	24.7%
18	XIGDUO	8.3	53.3%	29.6	55.9%
19	VENCLYXTO	7.8	36.3%	28.7	58.0%
20	NOLIPREL	7.5	41.8%	27.6	16.4%
	CVR drugs	22.5	-24.9%	102.9	-23.7%
	CV drugs	193.3	25.1%	706.5	30.6%

Crt. No.	CORPORATION	Values PPP 2023 - Q4 EUR, mn	Values PPP 2023 - Q4 +/- %	Values PPP MAT(2023 - Q4) EUR, mn	Values PPP MAT(2023 - Q4) +/- %
	Total	1,642.7	17.4%	6,055.7	15.8%
1	SANOFI	80.0	17.3%	284.5	9.4%
2	SUN PHARMA ¹	76.6	26.3%	284.3	26.6%
3	NOVARTIS ²	73.7	11.8%	277.6	10.3%
4	ASTRAZENECA	74.3	38.7%	263.8	45.2%
5	ZENTIVA ³	72.1	23.5%	254.6	13.7%
6	SERVIER ⁴	59.2	19.6%	221.4	15.7%
7	PFIZER	56.5	5.9%	218.3	5.1%
8	JOHNSON & JOHNSON	58.6	26.5%	215.3	29.8%
9	HOFFMANN LA ROCHE	43.7	4.6%	167.7	10.7%
10	VIATRIS ⁵	48.3	28.6%	163.7	11.6%
11	NOVO NORDISK	44.2	42.0%	156.8	50.7%
12	MERCK & CO	37.5	17.5%	138.4	15.1%
13	BAYER AG	34.7	7.8%	135.8	10.3%
14	ABBVIE	31.4	34.2%	117.9	-5.2%
15	ELI LILLY	30.7	12.2%	117.1	12.2%
16	MENARINI	29.6	14.9%	113.9	15.2%
17	ANTIBIOTICE	27.8	15.9%	105.5	17.0%
18	KRKA D.D.	26.7	22.7%	101.2	23.3%
19	GLAXOSMITHKLINE	28.4	10.6%	100.8	2.9%
20	BRISTOL MYERS SQUIBB	25.9	-0.8%	100.2	5.0%
	Total others	682.8	14.7%	2,516.8	15.3%

TOP 20 CORPORATIONS

- SANOFI
- SUN PHARMA1
- NOVARTIS2
- ASTRAZENECA
- ZENTIVA3
- SERVIER4
- PFIZER
- JOHNSON & JOHNSON
- HOFFMANN LA ROCHE
- VIATRIS5
- NOVO NORDISK
- MERCK & CO
- BAYER AG
- ABBVIE
- ELI LILLY
- MENARINI
- ANTIBIOTICE
- KRKA D.D.
- GLAXOSMITHKLINE
- BRISTOL MYERS SQUIBB
- Total others



¹ including Terapia
² including Sandoz
³ including Alvogen and Labormed
⁴ including Egis
⁵ including established products from Pfizer