

EXECUTIVE SUMMARY

2023-Q3

- 1,511.5 mn Eur, PPP*, 12.3% Sales Growth
- 175.5 mn units, -0.2% Volume Growth
- 5.0% DOT Growth

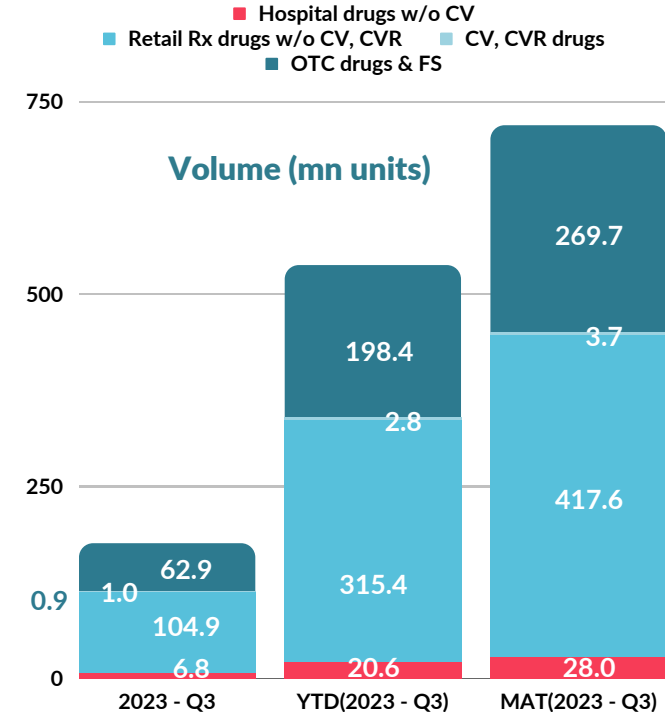
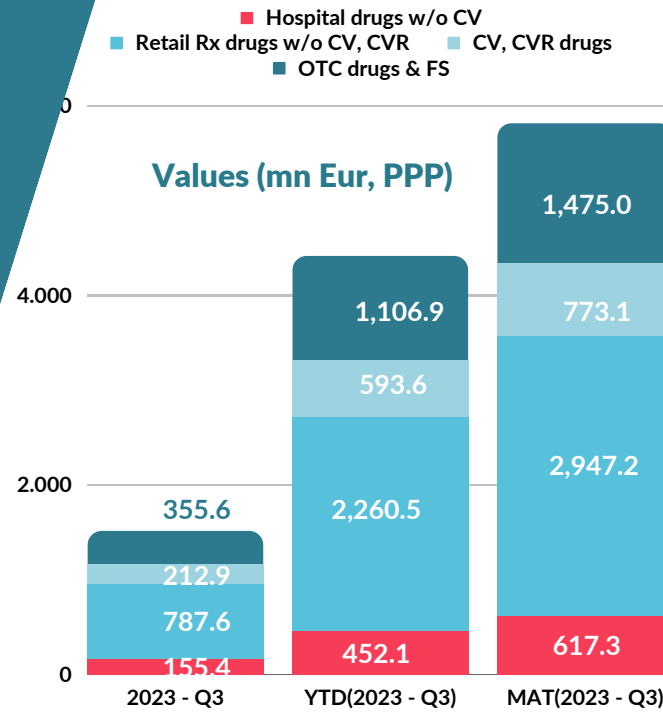
YTD (2023-Q3)

- 4,413.0 mn Eur, PPP*, 15.3% Sales Growth
- 537.3 mn units, 2.5% Volume Growth
- 6.0% DOT Growth

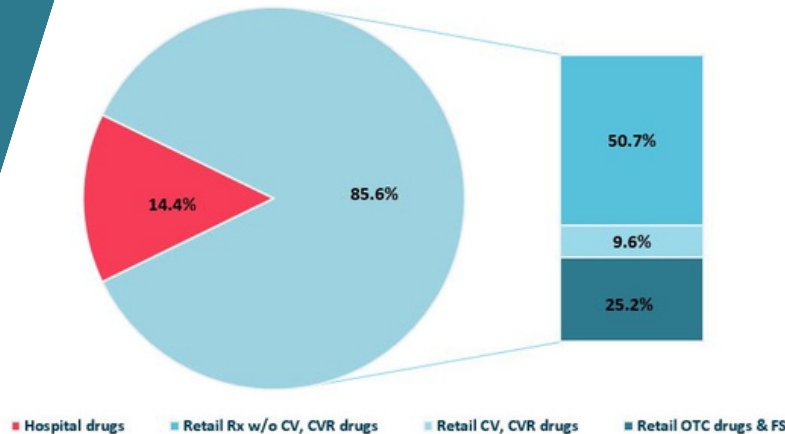
MAT (2023-Q3)

- 5,812.6 mn Eur, PPP*, 16.1% Sales Growth
- 718.9 mn units, 1.8% Volume Growth
- 3.7% DOT Growth

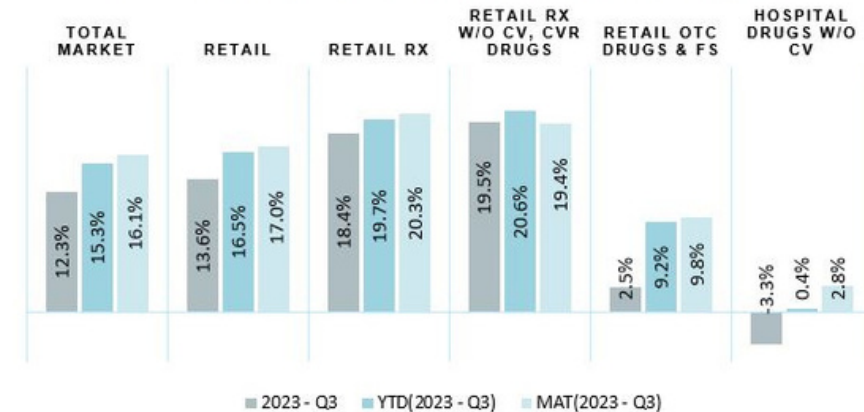
*PPP-Pharmacy Purchase Price



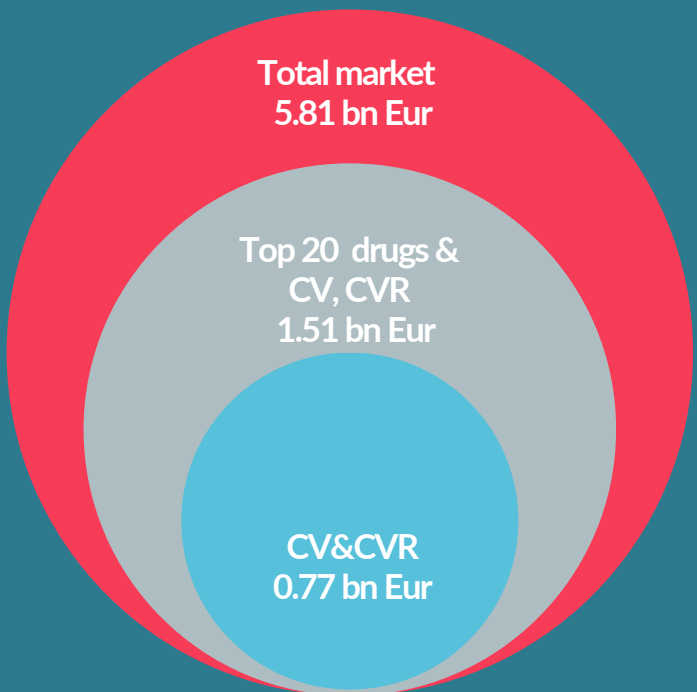
MARKET SPLIT BY CHANNEL AND STATUS - MAT (2023-Q3), PPP, EUR



MARKET GROWTH BY CHANNEL AND STATUS - PPP, EUR



EXECUTIVE SUMMARY



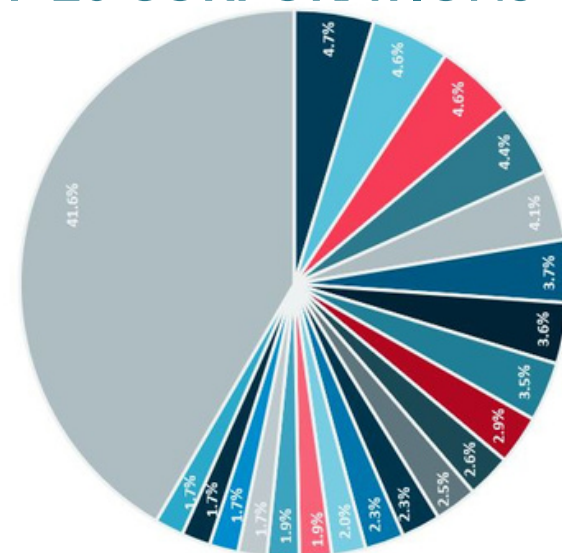
TOP 20 BRANDS

Crt. No.	Top 20 brands PRODUCT NAME	Values PPP	Values PPP	Values PPP	Values PPP	Values PPP	Values PPP
		2023 - Q3 EUR, mn	2023 - Q3 +/- %	YTD(2023 - Q3) EUR, mn	YTD(2023 - Q3) +/- %	MAT(2023 - Q3) EUR, mn	MAT(2023 - Q3) +/- %
	Total market	1,511.5	12.3%	4,413.0	15.3%	5,812.6	16.1%
	Top 20 Rx and OTC drugs	202.7	28.6%	570.6	34.8%	736.4	34.9%
1	NUROFEN	19.8	10.5%	59.5	8.9%	77.3	6.9%
2	IMBRUVICA	17.1	10.7%	49.0	28.4%	64.3	40.4%
3	TRULICITY	9.9	-5.4%	30.7	1.7%	41.5	2.7%
4	DARZALEX	13.9	110.1%	34.1	118.0%	41.1	106.7%
5	TAGRISSE	11.5	40.5%	31.6	43.3%	40.4	34.6%
6	IBRANCE	10.2	6.7%	30.5	14.3%	40.4	12.4%
7	OZEMPIC	10.5	38.7%	29.4	39.5%	38.0	43.6%
8	DETRALEX	11.0	24.9%	27.9	20.6%	36.6	24.2%
9	VESSEL DUE F	9.4	13.1%	26.9	17.9%	35.5	18.8%
10	ASPENTER	9.5	13.2%	26.4	7.8%	34.6	5.3%
11	SPINRAZA	7.1	-17.7%	23.3	-6.0%	32.4	-0.1%
12	FORXIGA	9.4	54.2%	25.1	60.6%	31.9	64.7%
13	PHESGO	8.1	87.9%	23.7	376.1%	30.1	503.3%
14	TRESIBA	7.9	20.1%	22.6	27.2%	29.5	29.8%
15	CLEXANE	8.9	38.7%	22.7	33.8%	29.3	35.8%
16	SORTIS	7.8	22.9%	22.4	20.9%	28.7	17.0%
17	XIGDUO	8.0	58.1%	21.3	56.9%	26.7	57.2%
18	VENCLYXTO	7.1	31.3%	20.9	68.1%	26.7	76.0%
19	RYBELSUS	9.3	638.6%	22.6	1707.1%	26.4	2007.8%
20	NOLIPREL	6.3	0.9%	20.1	9.1%	25.4	5.3%
	CVR drugs	29.4	-15.5%	80.4	-23.4%	109.5	3.7%
	CV drugs	183.6	27.1%	513.3	33.0%	663.6	35.3%

Crt. No.	CORPORATION	Values PPP	Values PPP	Values PPP	Values PPP	Values PPP	Values PPP
		2023 - Q3 EUR, mn	2023 - Q3 +/- %	YTD(2023 - Q3) EUR, mn	YTD(2023 - Q3) +/- %	MAT(2023 - Q3) EUR, mn	MAT(2023 - Q3) +/- %
	Total	1,511.5	12.3%	4,413.0	15.3%	5,812.6	16.1%
1	SANOFI	70.5	2.9%	204.5	6.7%	272.8	7.9%
2	NOVARTIS ¹	68.4	6.6%	203.9	9.8%	269.8	11.0%
3	SUN PHARMA ²	72.3	26.7%	207.7	26.7%	268.4	23.1%
4	ASTRAZENECA	71.0	39.6%	197.3	44.5%	253.4	43.5%
5	ZENTIVA ³	65.2	12.0%	182.5	10.3%	240.9	10.2%
6	PFIZER	53.3	1.9%	161.8	4.9%	215.1	5.4%
7	SERVIER ⁴	56.8	13.9%	162.1	14.4%	211.7	14.2%
8	JOHNSON & JOHNSON	56.7	23.5%	156.7	31.1%	203.1	35.4%
9	HOFFMANN LA ROCHE	41.8	3.2%	124.1	13.0%	165.8	15.2%
10	VIATRIS ⁵	40.5	7.6%	115.4	5.7%	152.9	5.8%
11	NOVO NORDISK	40.9	53.6%	112.6	54.5%	143.7	53.6%
12	BAYER AG	34.0	4.9%	101.1	11.2%	133.3	11.2%
13	MERCK & CO	35.6	12.8%	100.9	14.2%	132.9	14.4%
14	ELI LILLY	29.7	11.0%	86.4	12.2%	113.8	10.1%
15	MENARINI	30.5	17.8%	84.3	15.3%	110.1	14.7%
16	ABBVIE	32.0	-5.4%	86.5	-14.4%	109.9	-4.8%
17	ANTIBIOTICE	25.5	11.4%	77.7	17.4%	101.7	14.8%
18	BRISTOL MYERS SQUIBB	25.1	-0.6%	74.4	7.2%	100.4	10.8%
19	GILEAD SCIENCE INC.	22.6	3.4%	69.5	10.6%	99.4	45.6%
20	GLAXOSMITHKLINE	25.2	2.5%	72.4	0.2%	98.1	2.4%
	Total Altele	614.0	11.8%	1,831.3	16.2%	2,415.7	16.0%

TOP 20 CORPORATIONS

- SANOFI
- NOVARTIS1
- SUN PHARMA2
- ASTRAZENECA
- ZENTIVA3
- PFIZER
- SERVIER4
- JOHNSON & JOHNSON
- HOFFMANN LA ROCHE
- VIATRIS5
- NOVO NORDISK
- BAYER AG
- MERCK & CO
- ELI LILLY
- MENARINI
- ABBVIE
- ANTIBIOTICE
- BRISTOL MYERS SQUIBB
- GILEAD SCIENCE INC.
- GLAXOSMITHKLINE
- Total Altele



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