

Brazil Market Landscape

Track aggregated, timely and fully transparent Government Contract Sales including Hospital Channels

Key Products: Ranked on 2014 government Contract Sales

| Product | R\$ million | US\$ million |
|--------------|-------------|--------------|
| 1. Humira | \$603.60 | \$257.12 |
| 2. Enbrel | \$322.05 | \$137.17 |
| 3. Herceptin | \$243.21 | \$102.07 |
| 4. Soliris | \$211.85 | \$90.25 |
| 5. Remicade | \$179.50 | \$76.38 |

Top 5 Products in 2014 account for 40% of total government contract sales.

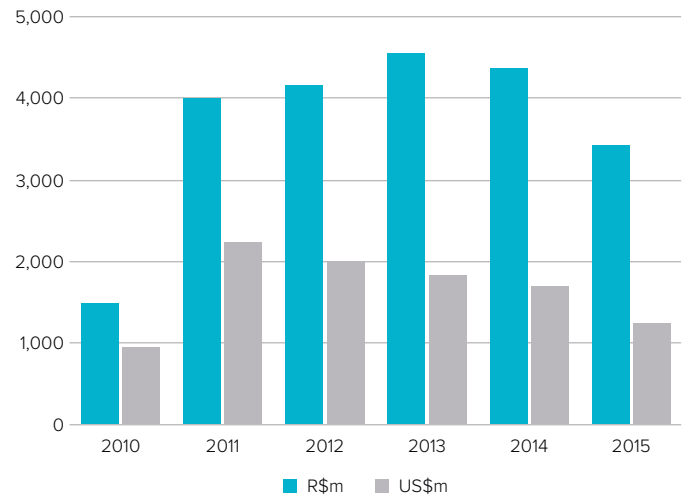
Soliris not approved in Brazil, but eligible for import due to therapeutic benefit over current alternatives.

Government contract sales prices are often lower than the reimbursement prices which operate as a price guide.

Government sales contracts cover predominantly hospital and specialty channel sales.

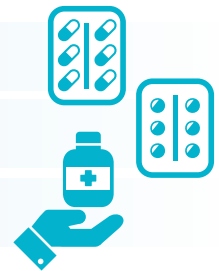
Total Government Contract Sales by Year (R\$ m/ US\$ m): 2010-15

Aggregated total contract sales in two currencies indicating domestic market growth and declining trend of the Brazilian currency against the US dollar.



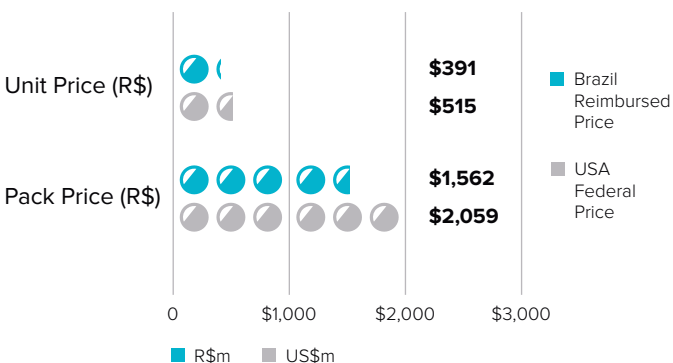
Brazil Leader Board

| | | |
|----------------|---------------------|--|
| Company Sales | AbbVie | #1 Company in 2014 with contract sales of R\$ 568 million / US\$ 203 million |
| Drug Sales | Humira (adalimumab) | #1 Drug in 2014 with contract sales of R\$ 604 million / US\$ 257 million |
| Approval Count | Pfizer EMS | 92 NME Approvals since 2005 1591 Generic Approvals since 2005 |



Enbrel International Pricing Comparison

Head-to-head government reimbursement pricing analysis.



Latest NME Approval data

The 5 latest NME approvals on the Brazil market with approval date and pack prices.

| | | |
|-------------|------------|----------|
| Viekira Pak | 31/07/2015 | \$48,207 |
| Gazyva | 31/07/2015 | \$13,566 |
| Jetrea Pak | 31/07/2015 | \$9,276 |
| Tecfidera | 31/07/2015 | \$3,531 |
| Hibor | 31/07/2015 | \$266 |

Legend: R\$m (Blue), US\$m (Grey)





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