

# 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.

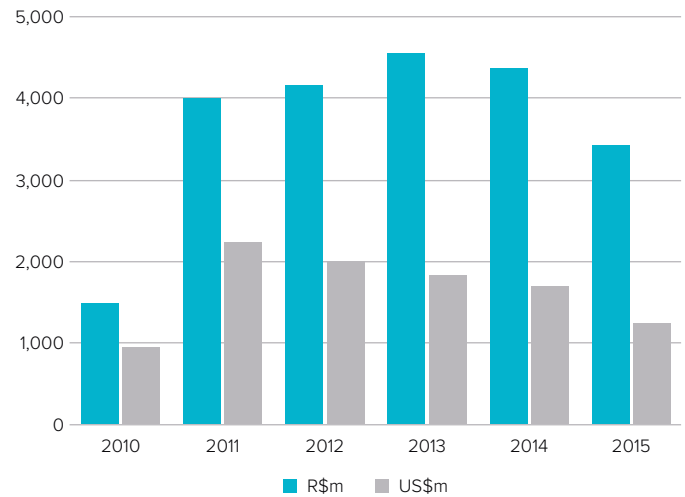
Soliris not approved in Brazil, but eligible for import due to therapeutic benefit over current alternatives.

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.



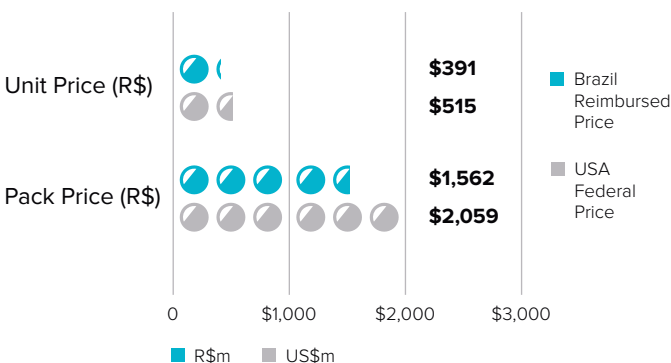
## Brazil Leader Board

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 ■ US\$m





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