



ESTABLISHED
PHARMACEUTICALS

ABBOTT TODAY

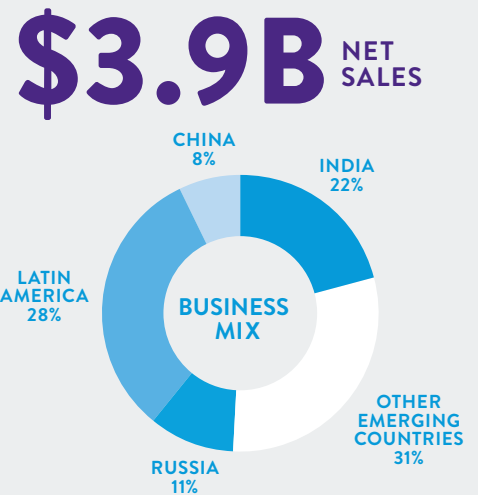
At Abbott, we're all about helping you live the best life you can through good health. We keep your heart healthy, nourish your body at every stage of life, help you feel and move better, and bring you information, medicines and breakthroughs to manage your health. Every day and around the world, we're discovering new ways to make life better.

We create breakthrough products – **in diagnostics, medical devices, nutrition and established pharmaceuticals** – that help you, your family and community lead healthier lives full of unlimited possibilities.

ESTABLISHED PHARMACEUTICALS

We've never taken good health for granted. Whether it's an ordinary headache or a more serious illness, we want people to get better fast, so they can go back to doing the things they love.

That's why we take pride in offering affordable, high-quality, trusted medicines that have been helping millions of people around the world get and stay healthy. But we don't stop there. We continuously improve medicines based on local market insights to make them better, easier to administer and faster to act.



Based on 2016 sales

LEADERSHIP IN KEY EMERGING MARKETS

No.1

- MACROLIDE ANTIBIOTIC (KLACID®)**
- PANCREATIC ENZYME REPLACEMENT THERAPY (CREON®)**
- BRAND FOR PROGESTERONE DEFICIENCY (DUPHASTON®)**

100% FOCUS ON EMERGING MARKETS

MARKET LEADING IN COLOMBIA, CHILE, PERU – TOP-TIER MARKET POSITIONS IN INDIA, RUSSIA, VIETNAM, AND LATIN AMERICAN REGION.

**Ex-U.S. data. Abbott only commercializes its established pharmaceuticals in emerging markets. Brand names and marketing authorization holders in other markets may vary.

OUR BUSINESS



KEY THERAPEUTIC AREAS AND LEADING PRODUCTS

Our established pharmaceuticals have been meeting the needs of people for many years. We offer a broad portfolio of medicines for several therapeutic areas, including gastroenterology, women's health, cardiovascular, metabolic disorders and primary care:*

Cardiology and metabolic: Lipanthyl® (fenofibrate), Omacor®, Teveten®, Tarka®, Synthroid®, Isoptin®

Primary care: Klaricid®, Influvac®, Serc®, Luvox®, Brufen®

Women's health: Duphaston®, Femoston®

Gastroenterology: Creon®, Adomet®, Duphalac®, Dicletel®

*Brand names vary in different countries.



BROAD PORTFOLIO, LOCALIZED STRATEGY

We want to be the most trusted partner in established pharmaceuticals. That's why we focus on increasing access to needed medicines and being closer to patients and customers by offering a broad portfolio of high-quality medicines that best meet local market needs.

We will achieve this by:

- Enhancing access by expanding our local product portfolios.
- Improving the therapeutic benefit of our products through continued innovations in formulations, packaging and new indications.
- Broadening our relationships with trade partners, including pharmacists, pharmacy chains, wholesalers and distributors.
- Engaging with local medical associations, patient groups and top scientific experts to share knowledge on current practices in prevention, diagnosis and treatment, and to support initiatives that advance access to and improvement in healthcare.



INTEGRATED BUSINESS, SINGLE FOCUS

In established pharmaceuticals, we have expertise across product development, manufacturing, sales and customer service. This broad perspective and integrated approach help us to provide high-quality, reliable products, along with the expert clinical support our customers need.

Development/Regulatory: We have the capacity to quickly develop, register and market innovative medicine that people need, enabling us to provide continuous medical and clinical support.

Operations: Our focus is on quality, availability and reliability. Our global manufacturing network ensures we can reliably supply and distribute high-quality products to customers when and where they need them.

Commercial: Our experienced sales force brings knowledge and perspective on our global and country-specific medicines to ensure we meet local needs.