



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 and medicines to manage your health. Every day and around the world, millions of people benefit from Abbott's life-changing technology.

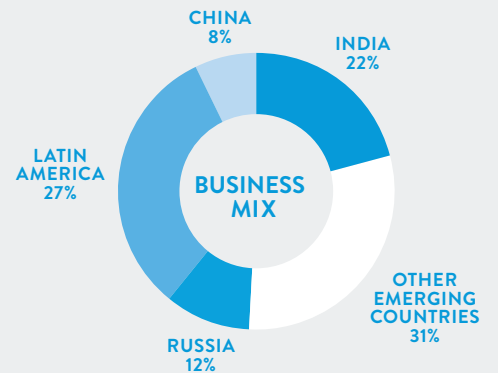
We create breakthrough products – **in diagnostics, medical devices, nutrition and established pharmaceuticals** – that help you, your family and community lead healthier lives full of unlimited possibilities.

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. Every day, more than 14 million people around the world use our medicines to help them live healthy lives.

**\$4.3B** NET SALES



Based on 2017 sales

LEADERSHIP IN KEY EMERGING MARKETS

**No.1**

- PANCREATIC ENZYME REPLACEMENT THERAPY (CREON®)\*
- BRAND FOR PROGESTERONE DEFICIENCY (DUPHASTON®)\*
- ANTI-VERTIGO MEDICINE (SERC®)\*

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

**100%** FOCUS ON EMERGING MARKETS

\*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

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## ABBOTT QUALITY AND TRUST

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**Our pharmaceuticals business is uniquely positioned to take a leading position in selling off-patent medicines that provide people with high-quality treatment.**

- Healthcare spending in many emerging markets is primarily out of pocket. If you're paying for healthcare out-of-pocket, you choose the best you can afford.
- Our high quality standards, reliable supply chain, clinical science and innovation allow us to differentiate ourselves from pure generic competitors and provide value for patients.



## INSIGHT-DRIVEN INNOVATION

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**We listen to each market. We use local insights to anticipate the needs of consumers, doctors and pharmacists. We link these insights with available technology to deliver meaningful innovation – from new medicines, to new ways to deliver and package them, to services that improve health.**

- We work to understand the needs of consumers, doctors and pharmacists, and link these with available technology to make medicines better. This insight-driven approach is common in other industries, like consumer goods, but not as common in pharmaceuticals.
- We're not discovering new molecules like proprietary pharma, but we do innovate in all areas beyond the molecule. We look at the best technology and science, new ways of using existing medicines, new delivery methods, new dosage combinations, new indications or digital solutions that improve patient adherence – and then apply them to existing off-patent medicine.
- Over the next few years, we plan to launch more than 400 new products to help people live healthier lives.



## LOCALLY DRIVEN, GLOBALLY POWERED

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**Abbott is the only global company with a pharmaceutical business that is 100 percent focused on emerging markets. We have built our pharmaceuticals business to be driven locally and powered globally, which helps us meet local health needs.**

- Every country is different – including how a medicine gets approved, how it is distributed and sold, how people access healthcare, and who pays the bills. This is why we have built a locally-focused business model.
- Global scale and local presence sets Abbott up for long-term success in meeting people's health needs in emerging markets.
- Our co-located manufacturing (30 sites) and development centers (13 sites) help us accelerate product development and production – bringing products to people faster.



## BREADTH AND DEPTH

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**We have breadth and depth in therapeutic areas of significant consumer need. This portfolio approach is fundamental to our success in providing efficiencies, focus, therapeutic expertise and deep stakeholder relationships.**

- We develop market-specific product portfolios that reflect the health needs of the region. Our treatment portfolios cover a wide range of conditions and medical needs that impact the lives of many around the world, including cardiovascular (Lypanthyl®, Tarka®, Synthroid®), gastrointestinal (Creon®, Duphalac®, Dicetel®) and women's health (Duphaston®, Femoston®).
- Teams across product innovation, supply chain and commercial operations are aligned to ensure operational efficiencies and the effective sharing of expertise across countries and regions.
- We have the scale to manage through volatility, which is important in emerging markets.