

Established Pharmaceuticals

FOCUSED GROWTH
IN EMERGING MARKETS



Sujej Nieto, of Panamá City, Panamá relies on Abbott's *Synthroid* to treat her hypothyroidism, helping her live a fuller, more active life.

As a busy mom of three boys, Sujej definitely needs to keep her energy up. That's much more difficult if her thyroid levels are low. She has choices when it comes to her treatment, and she trusts Abbott to deliver the consistent quality she expects from a medicine she has to take every day.

That trust in Abbott, and what our name on a package represents, is a key factor in the success of our branded-generic medicines business. Our strong reputation provides an excellent foundation as we build our position and leadership in some of the world's fastest-growing economies.

In 2016, we reshaped this business creating a faster, more decentralized organization with resources closer to the markets we serve. With this change, our focus is on speed and efficiency in our decision making and execution, helping us deliver targeted portfolios of reliable, high-quality medicines to the people who rely on Abbott in the various markets we serve.

We also strengthened our portfolio, adding hundreds of new products and formulations.

SYNTHROID

Synthroid (levothyroxine) is a synthetic replacement for thyroxine, a hormone normally produced by the thyroid gland to help regulate the body's energy and metabolism.



**ESTABLISHED
PHARMACEUTICALS 2016**

TRUSTED BRAND, TAILORED PRODUCT OFFERINGS

2016 BUSINESS HIGHLIGHTS

- Opened pharmaceutical development centers in Singapore and Rio de Janeiro, Brazil
- Expanded our commercial presence in Vietnam and acquired two manufacturing facilities
- Increased the number of co-located manufacturing and development sites

LEADING WORLDWIDE BRANDS*

KLACID

#1 macrolide antibiotic

DUPHASTON

#1 brand for progesterone deficiency

CREON

#1 pancreatic enzyme replacement therapy

SERC

#1 anti-vertigo brand

BRUFEN

#1 ibuprofen brand**

LIPANTHYL/TRICOR/LIPIDIL

#1 fibrate

* Based on ex-US sales, per IMS **by volume



>1500

PRODUCTS IN OUR PORTFOLIO



Our Unique Approach

By focusing our efforts entirely in fast-growing markets, with outreach to both healthcare providers and the patients who will ultimately benefit from our products, Abbott is building a uniquely powerful growth engine in branded-generic medicines.



GENERIC

- Undifferentiated, commodity products



BRANDED GENERIC

- Trusted quality and efficacy
- Differentiated products
- Innovative packaging and formulations, with more than 400 products in development
- Region-specific portfolios
- Focus on high-growth markets



R&D-BASED PHARMA

- Higher-cost, higher-risk development
- Finite periods of economic return
- High costs can limit patient access

