



Abbott Nutrition Overview



Abbott is a worldwide leader in nutrition science, research and development. Abbott Nutrition has set the standard for science-based nutrition, leading the development of innovative nutritional products and solutions to support the growth, health and wellness of people of all ages around the world. We are behind some of the world's most trusted and recognized brands in pediatric, adult and performance nutrition products, in addition to therapeutic, disease-specific nutrition products. With a strong commitment to innovation, Abbott prides itself on meeting the changing nutritional needs of consumers and healthcare professionals.

BUSINESS FACTS

Global Headquarters

Illinois, USA

Net Sales

\$6.5 billion

Global Leadership*

- **Leading** science-based nutrition company
- **No. 1** in worldwide adult nutrition
- **No. 1** in U.S. pediatric nutrition and many international markets

Sources: IMS, Euromonitor, Nielsen and Abbott data

ABBOTT SEGMENT (BASED ON SALES)

54% Pediatric



46% Adult



GLOBAL SEGMENT (BASED ON SALES)

45% U.S.



55% International



*2012 sales



PEDIATRIC NUTRITION

- **Similac**® – A complete line of milk-based infant and toddler formulas that supports healthy growth and development of a baby’s eyes, brain and immune system
- **Similac Sensitive**®, **Similac Total Comfort**™, **Similac Alimentum**®, **Isomil**® and **EleCare**® – Specialized formulas for infants with specific needs
- **Gain** and **Grow** – Follow-on formulas (6 to 12 months) and growing-up milks (1 year-plus); only available outside the United States
- **Pedialyte**® – Specially formulated fluid for infants and children to prevent dehydration by quickly replacing fluids lost due to diarrhea or vomiting
- **PediaSure**® – Complete, balanced nutritional formula in a variety of flavors for children



**ADULT NUTRITION
(INCLUDES THERAPEUTIC PRODUCTS)**

- **Ensure**® – A broad line of adult nutritional products that provides complete, balanced nutrition to help people stay active and healthy, as well as recover from illness
- **Glucerna**® – Shakes and bars formulated for people with diabetes to help manage blood glucose levels as part of a diabetes management plan
- **Jevity**® – Designed for short- and long-term tube feeding
- **Abound**® and **Juven**® – Designed to help build lean body mass and support wound healing
- **Nepro**® and **Suplena**® – Specially designed for people with kidney disease
- **Oxepa**® and **Pulmocare**® – Specially designed for patients with respiratory conditions
- **ProSure**® – Specially designed to help people with cancer-induced weight loss gain weight and strength; marketed outside the United States



PERFORMANCE NUTRITION

- **EAS**® – A leading brand of nutrition bars, shakes and supplements designed to help active-lifestyle consumers meet their fitness goals
 - **Lean 15™ Protein Powder** – Supports goals for a lean body at 100 calories per serving
 - **Myoplex® Original Ready-to-Drink** – A popular, protein-packed product, now with the muscle-building benefits of Revigor® HMB®
- **ZonePerfect**® – Nutrition bars for busy, active people who want a balance between protein, vitamins, minerals and great taste

*Adult, therapeutic and performance nutrition are reported as adult.