



GLOBAL HEALTHCARE GATEWAY™

POWERED BY VIATRIS



Viatis: Your Partner of Choice for Developed Markets

As your PARTNER OF CHOICE® for the Developed Markets, VIATRIS™ demonstrates a continued commitment to meeting the needs of patients by unlocking value and expanding access to more affordable treatment options in more than 35 countries in North America and Europe.

Must Win Market for Healthcare Players	The Developed Markets includes the U.S., Canada, and more than 35 countries in Europe. The market is large and relatively stable with a large population and significant pharmaceutical spend that continues to grow annually.
Creation of a Unique Partner	Viatis - a global scientific and supply chain powerhouse with robust functional experience and its one-of-a-kind GLOBAL HEALTHCARE GATEWAY® - is a unique partner that collaborates with companies to enable increased access to patients in the Developed Markets.
Demonstrated Track Record of Success	Viatis' business in the Developed Markets has a proven track record of developing, manufacturing, commercial planning and launching products ranging from brands and generics to complex generics and biosimilars across many channels including retail, hospital, provider and government/payer (PBM health insurer space). With operational, regulatory, and legal expertise combined with a strong commercial presence and execution as a market leader, Viatis is able to bring more affordable needed medicines to patients in these countries.

Local Market Expertise:

One of the market leaders in the big five EU countries, the U.S. and Canada as well as a strong commercial presence with dedicated sales teams across key channels (e.g., retail, hospital, provider, government/payer, etc). Combined with local regulatory and legal expertise to ensure products can move from development and be approved and launched in these countries.

Global Presence:

Ability to leverage a network of best-in-class manufacturing, scientific and medical capabilities around the world to ensure access to a wide range of medicines across multiple product types.

Access:

Our global portfolio includes medicines across a broad range of major therapeutic areas, spanning non-communicable and infectious diseases. This diversified portfolio includes brands, complex generics, biosimilars, and generics that are manufactured utilizing multiple technologies and come in various forms (e.g., tablets, capsules, injectables, patches, creams, etc).

Collaboration:

Lengthy track record of collaborating with hundreds of third party suppliers and more than 60,000 customers to successfully launch products in these countries.

Compliance:

Robust compliance mindset throughout the organization to ensure adherence to applicable laws, regulations and company policies.

Sustainable Foundation:

A fully integrated organization continuing to adapt to changing market conditions built on a foundation of strong commercial presence, robust R&D and manufacturing capabilities, and dedicated in-country regulatory, legal, and policy experts that understand the local landscape.

Viatis Developed Markets Fast Facts

>2,100 total products

35+ total markets

>3,400 total field force

>200 expected new launches in 2021

#1 in Retail Pharma Market Value in Italy and Portugal*

#2 in Retail Pharma Market Value in France and U.K.*

~50% Gx Products Ranked #1 or #2 in the U.S.*

250+ products pending approval

2/3 of products launched in coming years will be either complex generics or biosimilars

Data as of December 2020, unless otherwise noted, and does not include impact of previously announced global restructuring program.
*Source of information is from IQVIA Global Sales Data July 2021. For U.S. Gx product rankings, source information is from IQVIA Regulatory Insights MAT Aug-21 Value Ranking.





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History of Successful Partnerships



Global and Local Resources to Support Partnerships in the Developed Markets

Commercial	Comprehensive team of industry leading professionals in sales, marketing and market access. Strong commercial presence with dedicated sales teams that are strategically focused across various channels. These teams have built long standing relationships that have allowed us to be a Partner of Choice to our customers.
R&D	Deep expertise and knowledge across multiple dosage forms and different product modalities to be able to determine scientific approaches to scale-up products from the lab to commercial manufacturing.
Regulatory Affairs	Expertise at a local level to understand the expectations of regulatory authorities and developing sound strategies to ensure product submissions meet local expectations.
Legal	Internal legal experts based worldwide with strong understandings of local regulations, laws, court systems, and intellectual property, including an established network of local external counsel in each jurisdiction.
Operations	Truly global supply network with local proximity and flexibility to meet customer needs driven by ability to supply markets of varying sizes.

Leveraging Viatris' Proven Global Capabilities as your Partner of Choice

Broad Geographic Footprint with Global Commercial Reach	165+ Countries and Territories	60,000+ Customers	~11,000 Field Sales Force	~1,200 Marketing Professionals
Global Supply Manufacturing Network	80B+ Annual Dose Capacity	~50 Manufacturing Facilities	100+ Annual Health Inspections	30,000+ Marketing Authorizations
Expansive Technical, Science, Legal, Regulatory and Compliance Expertise	~3,000 R&D and Regulatory Workforce	~55 Markets with In-country Local Regulatory	200+ Legal and Compliance Professionals	~650 Medical and Product Safety Professionals
Global and Diverse Operating Platform	1,400+ Approved Molecules	~30,000 SKUs	12 R&D Centers Worldwide	190+ Distribution Centers Worldwide

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