



**GLOBAL
HEALTHCARE
GATEWAY™**



Viatrix: Your Partner of Choice for Japan, Australia, and New Zealand

As your PARTNER OF CHOICE®, VIATRIS™ demonstrates a continued commitment to meeting the needs of patients by unlocking value and expanding access to more affordable treatment options in Japan, Australia, and New Zealand.

Must Win Market for Healthcare Players	Leadership positions across channels (generic, brand, authorized generic, biosimilar and OTC) in these markets supported by a proven and nimble commercial infrastructure and operational excellence that provides durability and competitive advantages.
Creation of a Unique Partner	Viatrix - 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 Japan, Australia, and New Zealand.
Demonstrated Track Record of Success	Viatrix' business has a proven track record of developing, launching and commercializing products ranging from brands to complex generics to biosimilars and the ability to manage portfolios through product lifecycles, leveraging existing platforms and local market expertise, and successfully partnering with pharma and biotech companies.

Local Market Expertise:

Scale and local knowledge of country dynamics with responsive local manufacturing and distribution and sales and marketing capabilities to enable access to medicines.

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, generics, authorized generics, OTC that are manufactured utilizing multiple technologies and come in various forms (e.g., tablets, capsules, injectables, patches, creams, etc).

Collaboration:

Lengthy track record in collaborating and leveraging complimentary strengths to successfully launch and commercialize products.

Compliance:

Robust compliance mindset throughout the organization to ensure that products are meeting the regulatory requirements worldwide.

Sustainable Foundation:

A fully integrated organization continuing to adapt to changing market conditions built on a foundation of strong commercial presence, strong R&D and manufacturing capabilities, and dedicated in-country expertise responsive to that understands the local landscape.

Viatrix Japan, Australia, and New Zealand Fast Facts

~800 total products

3 total markets

~3,000 total SKUs

~650 field force (as of July 2021)

Top 10 in Japan for volume*

Top 3 in Australia for volume*

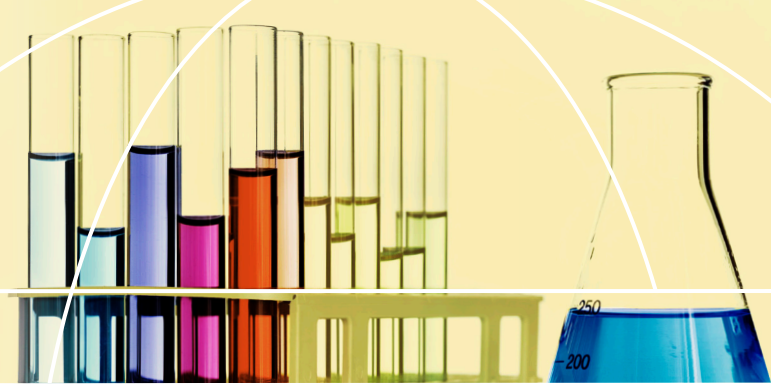
Top 10 in New Zealand for sales and #1 in volume*

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.





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**History of
Successful
Partnerships**



Global and Local Resources to Support Partnerships in Japan, Australia, and New Zealand

Commercial	Able to efficiently promote products with broad reach via an integrated sales presence and support in physician offices, pharmacies, front-of-store OTC, wholesalers, and digital channels.
R&D	Deep expertise and knowledge across multiple dosage forms and different product modalities to determine scientific approaches to scale-up products from the lab to commercial manufacturing.
Regulatory & Medical Affairs	Expertise at a local level to develop 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, and commercial marketplace dynamics, 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

Data as of December 2020 and does not include impact of previously announced global restructuring program.



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