



**GLOBAL  
HEALTHCARE  
GATEWAY™**

POWERED BY VIATRIS

## Viartis: Your Partner of Choice for China

As your PARTNER OF CHOICE® for China, VIATRIS™ can accelerate access to your products and services by unlocking value and expanding your impact to reach more patients in one of the world's fastest growing healthcare systems.

<b>Must Win Market for Healthcare Players</b>	The Chinese market is very attractive with significant healthcare demand and spending growth in the world's largest country by population, supported by strong economic development.
<b>Creation of a Unique Partner</b>	Viartis - a global scientific and supply chain powerhouse with a robust compliance system and its one-of-a-kind GLOBAL HEALTHCARE GATEWAY® is a very unique partner to enter China given Viartis' broad sales coverage that rivals other multinational pharmaceutical companies with deep community engagement and local manufacturing comparable to a national company but held to high quality international standard.
<b>30+ Years Demonstrated Success in China</b>	Viartis' business in China offers a premier infrastructure, led by an experienced, knowledgeable and compliance driven sales team with deep reach in the country built from a portfolio of iconic brands including Lipitor®, Norvasc®, and Viagra®.

### Local Market Expertise:

Strong relationships with all channels – hospitals, direct to consumer/retail and digital with a detailed understanding of the local market dynamics to deliver broad range of products and disease management expertise to patients throughout greater China

### Global Presence:

Leveraging a network with best-in-class manufacturing, scientific and medical capabilities around the world to ensure access to a wide range of medicines

### Access:

Our global portfolio includes medicines across a broad range of major therapeutic areas, spanning non-communicable and infectious diseases. This portfolio includes cardiovascular products to address China's greatest health burden and retail-oriented products, among other therapeutic areas

### Collaboration:

Lengthy track record in launching extensive and high impact academic programs in collaboration with China's medical community, which have impacted hundreds of million of patients and hundreds of thousand of physicians

### Compliance:

Robust compliance mindset throughout the organization to ensure that products are meeting all regulations worldwide.

### Sustainable Foundation:

A fully integrated organization adapted to the new market conditions – shift of business focus to consumer and digital channels while fully leveraging strong roots in the hospitals built from a portfolio of iconic brands led by Lipitor®, Norvasc®, and Viagra®

### Viartis China Fast Facts

**300+** cities in all 31 provinces covered by salesforce

**>70,000** hospitals covered

**400,000** pharmacies covered

**~4,200** salesforce

**#1** GMP License holder in China (Dalian Manufacturing Facility)

**Digital Solutions**  
dedicated team and in-house capability for digital solutions

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





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## Global and Local Resources to Support Partnerships in China

Commercial	<ul style="list-style-type: none"> <li>• Strong omni-channel model to reach patients across hospitals, direct to consumer and digital, together with a long history of partnerships across healthcare community and government</li> <li>• Therapeutic focus areas include Cardiovascular, CNS, Pain, Urology, and Respiratory with growth underway in additional therapeutic areas leveraging legacy Mylan portfolio</li> </ul>
R&D	<ul style="list-style-type: none"> <li>• Dedicated resources allocated for development of products for China across different global technology centers of excellence (COEs) - complex oral solids and injectables, biosimilars, insulins, topical, respiratory, API, and devices</li> </ul>
Regulatory Affairs	<ul style="list-style-type: none"> <li>• Experienced local regulatory affairs teams based with strong background in defining regulatory strategy, managing dynamic regulatory landscape, and connecting between global centers of excellence and regulatory authority in China</li> </ul>
Legal	<ul style="list-style-type: none"> <li>• Strong local medical affairs team works closely with global medical affairs subject matter experts</li> <li>• Dedicated clinical operations team for execution of bioequivalence and clinical trials in China</li> </ul>
Operations	<ul style="list-style-type: none"> <li>• Local oral solid manufacturing in Dalian – first site in China to receive GMP certification – experienced 3rd party engagement</li> <li>• Local operations team works closely with local third parties to increase manufacturing base in China</li> <li>• Fully integrated demand and supply planning team</li> </ul>

## 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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