



**GLOBAL  
HEALTHCARE  
GATEWAY™**

POWERED BY VIATRIS



## Viatis: Your Partner of Choice for Emerging Markets

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 more than 125 markets across our Emerging Markets region.

<b>Must Win Market for Healthcare Players</b>	Well-positioned to unlock potential in large, complex, and diverse markets. Many of these countries are facing the dual burden of communicable and non-communicable diseases with national healthcare agendas increasingly focused on quality and affordability. With continued growth in these markets, it is imperative that patients have access to high-quality and affordable medicines.
<b>Creation of a Unique Partner</b>	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 throughout the Emerging Markets.
<b>Demonstrated Track Record of Success</b>	Viatis' business in the Emerging 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. With operational, regulatory, and legal expertise combined with a strong commercial presence, Viatis is able to bring more affordable needed medicines to patients through these countries.

### Local Market Expertise:

Scale and local knowledge of country dynamics to leverage market similarities and tailor local solutions to launch products 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, generics, OTC that are manufactured utilizing multiple technologies and come in various form (e.g., tablets, capsules, injectables, patches, creams, etc).

### Collaboration:

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

### 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 Emerging Markets Fast Facts

**125+** total countries

**>3,500** colleagues with ~70% customer facing responsibilities

**55% / 45%** retail/B2G channel mix

**Top 15** in Emerging Markets based on sales

**11** therapeutic areas focus on chronic and infectious diseases

**40%** of people on treatment for HIV using a Viatis product

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





# GLOBAL HEALTHCARE GATEWAY™

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## History of Successful Partnerships



## Global and Local Resources to Support Partnerships in the Emerging Markets

Commercial	Strong commercial footprint supported by efficient infrastructure with end-to-end capabilities combined with solid commercial execution. 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 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 collaborate with countries 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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