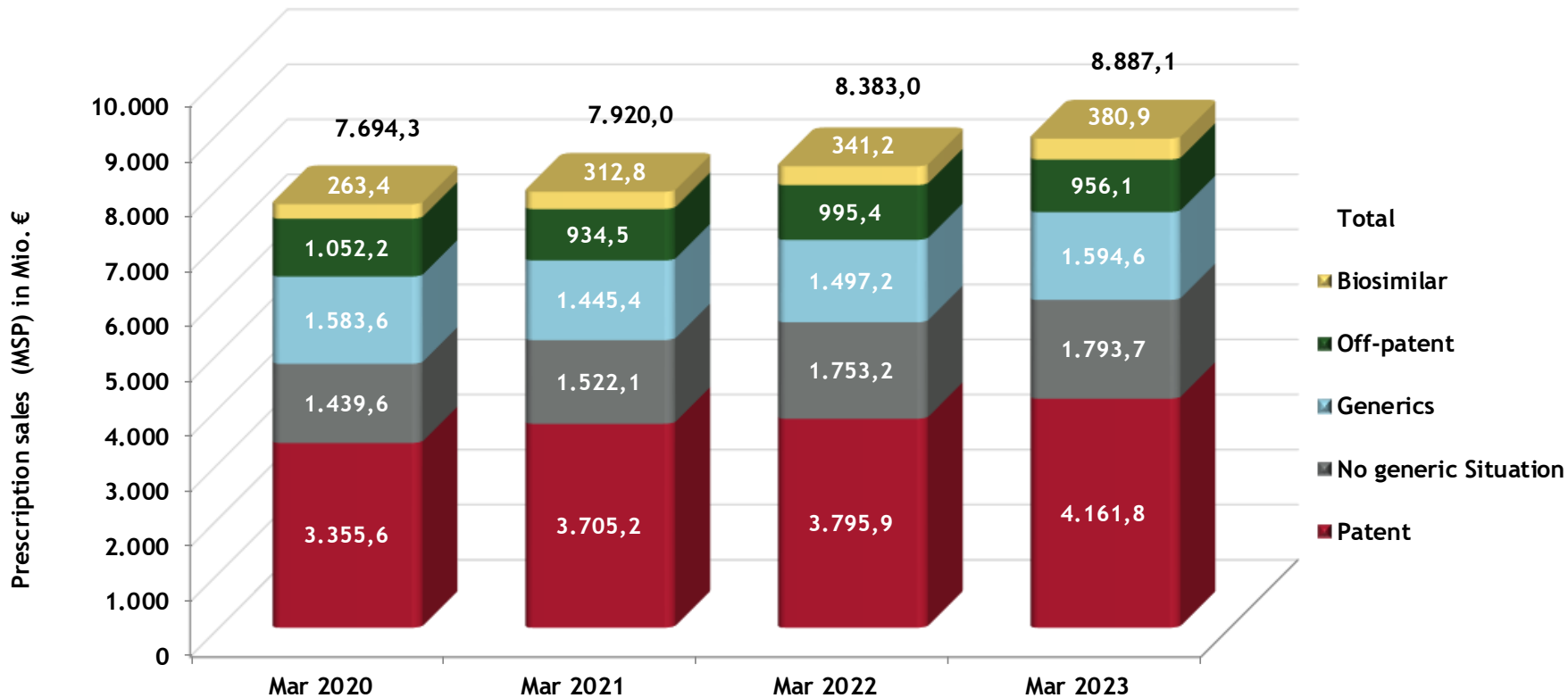




Latest data on the SHI market

# Sales development March 2020 - 2023

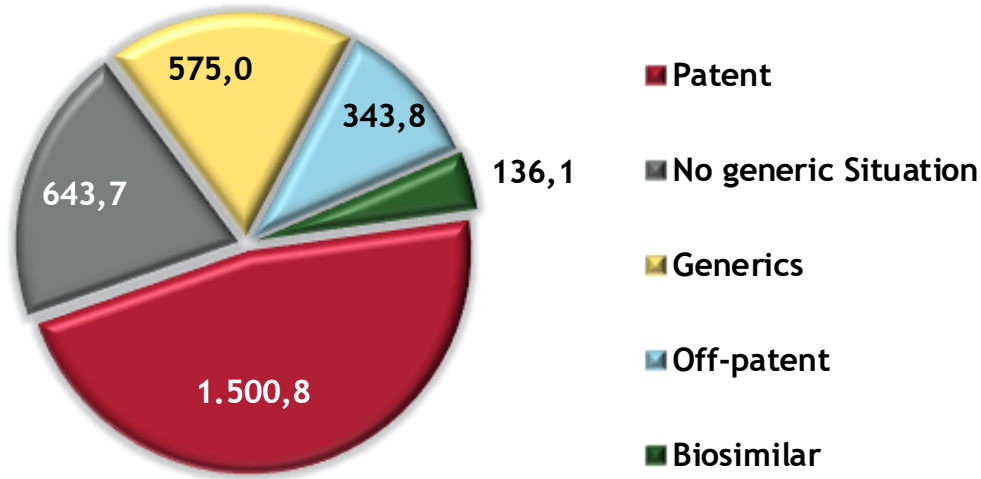


Sales development in the overall SHI market and by market segment. Source: NVI (INSIGHT Health)

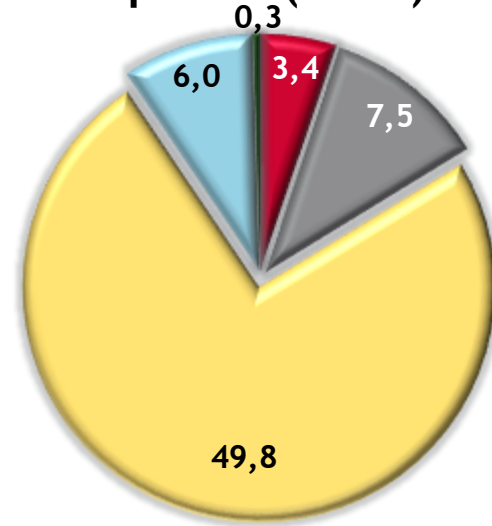
# SHI market overview by market segments

## March 2023

Prescription sales (MSP) in Mio. €



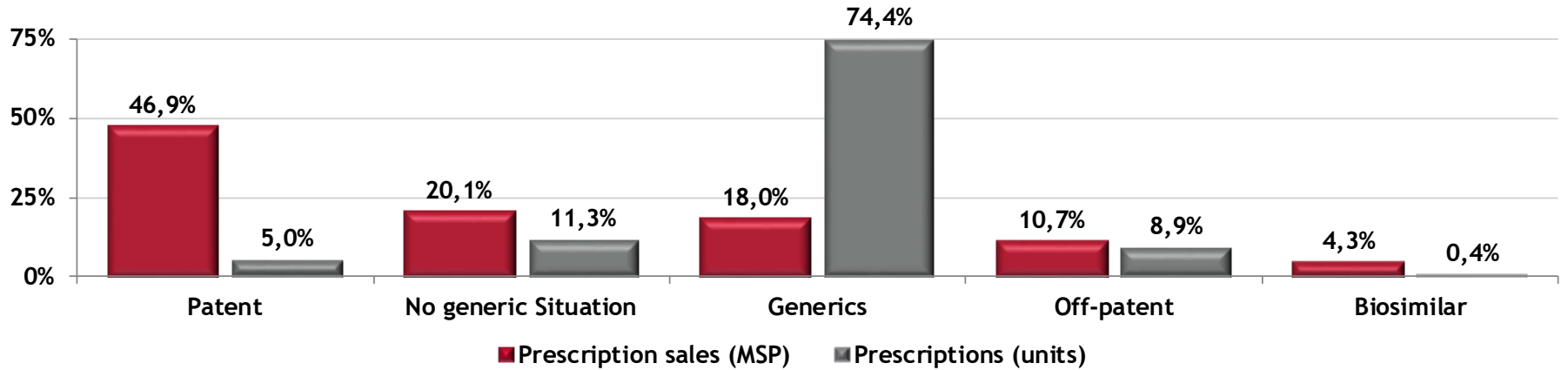
Prescriptions (units) in Mio.



Sales and prescription trends in the overall SHI market and by market segment. Source: NVI (INSIGHT Health)

# SHI market overview by market segments

## March 2023



SHI market by market segment, comparison of sales and number of prescriptions. Source: NVI (INSIGHT Health)

# Sales and prescriptions in SHI market segments and associated rates of change March 2023

|                      | Mar 2023                       |                      |                          |                      | Mar 2023                       |                      |                          |                      |
|----------------------|--------------------------------|----------------------|--------------------------|----------------------|--------------------------------|----------------------|--------------------------|----------------------|
|                      | Prescription sales (in Mio. €) | Change on prior year | Prescriptions (in thou.) | Change on prior year | Prescription sales (in Mio. €) | Change on prior year | Prescriptions (in thou.) | Change on prior year |
| <b>Total market</b>  | <b>3.199,4</b>                 | <b>5,20%</b>         | <b>66.900,8</b>          | <b>3,68%</b>         | <b>8.887,1</b>                 | <b>6,01%</b>         | <b>185.290,6</b>         | <b>4,79%</b>         |
| Patent               | 1.500,8                        | 8,57%                | 3.351,6                  | -15,87%              | 4.161,8                        | 9,64%                | 9.375,3                  | -22,70%              |
| No generic Situation | 643,7                          | 2,27%                | 7.530,5                  | 4,87%                | 1.793,7                        | 2,31%                | 21.109,0                 | 5,77%                |
| Generics             | 575,0                          | 3,31%                | 49.760,4                 | 5,79%                | 1.594,6                        | 6,51%                | 137.707,0                | 7,67%                |
| Off-patent           | 343,8                          | -1,80%               | 5.970,1                  | -0,88%               | 956,1                          | -3,96%               | 16.300,3                 | 1,77%                |
| Biosimilar           | 136,1                          | 10,88%               | 288,1                    | -4,28%               | 380,9                          | 11,62%               | 798,9                    | -1,88%               |

Sales by MSP, prescriptions correspond to the number of SHI prescriptions billed. Source: NVI (INSIGHT Health)

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Ein Unternehmen der

