

# Mylan

## a champion for Better Health

**M**ylan is a global healthcare company focused on making high quality medicines available to patients who need them. The company was founded in the U.S. in 1961 and became a leading manufacturer of generic pharmaceuticals. Today, we are passionate champions for better health everywhere, with a platform unmatched in the industry.

**Extensive product portfolio:** We have one of the industry's broadest and most diverse portfolios, with more than 7,500 marketed products around the world that include prescription generic and brand-name medicines, and over-the-counter (OTC) offerings. Our healthcare services help patients access products and adhere to medication regimens to help promote better health outcomes.

**Expansive commercial footprint:** We offer our products in more than 165 countries and territories. Our global sales force of more than 5,000 calls on customers of all types, including retail and pharmacy establishments, wholesalers, governments, institutions and physicians.

**World-class supply chain:** Depending on the market, our products are distributed through retail channels, by healthcare professionals or in institutional settings. Our proven supply chain helps ensure that our medicines are available whenever and wherever needed – from large cities to rural outposts.

**Substantial research and development capabilities:** We have a strong track record of developing new products, particularly complex and difficult-to-formulate medicines. Between 2008 and 2017, we will have invested approximately \$5 billion in R&D. As a result, we have a robust pipeline, including products for which demand is growing rapidly, such as more-affordable versions of insulin analogs, biologics and respiratory therapies.

**Powerful, high quality manufacturing platform:** Our 50 plants around the world manufacture tens of billions of doses of medicine annually, and each site adheres to stringent quality standards, regardless of location. Further, our platform is vertically integrated – meaning we produce active pharmaceutical ingredients and finished products – allowing us to rigorously manage per-dosage costs. Between 2008 and 2017, we will have invested approximately \$3 billion in capital expenditures, which includes a significant investment in our manufacturing platform.

**Champions for better health:** Our most valuable asset is our global workforce, each member of which is a passionate supporter of our cause to deliver better health for a better world. Led by executives of long tenure and deep industry experience, our entire team prides itself on being relentless, committed, passionate and unconventional.

### GLOBAL FAST FACTS

More than 7,500 marketed products

More than 1,800 new product submissions pending regulatory approval; more than 6,100 additional submissions planned

Serve more than 165 countries and territories

Approximately half of all people in developing countries being treated for HIV/AIDS rely on a Mylan antiretroviral product

Approximately 3,000 scientists and regulatory affairs experts; multiple state-of-the-art R&D centers

Annual production capacity of more than 80 billion oral solid doses, approximately 1.5 billion complex-product doses and approximately 500 million injectable units

Total expected investment, 2008-2017, of approximately \$3 billion in capital expenditure and approximately \$5 billion in R&D

Global workforce of more than 35,000

2016 revenue: \$11 billion

Ticker: MYL (NASDAQ, TASE)

### OUR MISSION

At Mylan, we are committed to setting new standards in healthcare. Working together around the world to provide 7 billion people access to high quality medicine, we:

- Innovate to satisfy unmet needs;
- Make reliability and service excellence a habit;
- Do what's right, not what's easy; and
- Impact the future through passionate global leadership.

# Mylan in the U.S.

While Mylan may not be a household name yet, our products can be found in most American homes. One out of every 13 prescriptions filled – brand-name or generic – is a Mylan product.

**Extensive product portfolio:** We offer approximately 635 different products, representing more than 22 billion doses. Our products span virtually every key therapeutic area.

**Significant savings:** We have a proven track record of delivering savings to the nation's healthcare system. With generic drugs making up 89% of prescriptions dispensed, yet representing only 27% of total drug spending, Mylan plays a huge role in expanding patients' access to high quality medicine and keeping healthcare costs in check. We look forward to driving even more savings as we bring to market more affordable versions of insulin analogs, biologics and respiratory therapies.

**Robust pipeline:** We have a robust pipeline, with more than 200 generic drug applications pending approval by the U.S. Food and Drug Administration (FDA). Roughly 45 of these represent potential first generic versions of their branded counterparts to be brought to market.

**Passionate policy leadership:** Our deep roots in shaping public policy continue to help break down barriers to access. We played a leading role in championing the Food and Drug Administration Safety and Innovation Act, passed in 2012, which requires foreign manufacturers to be held to the same quality standards as U.S. drug manufacturers. We also led the way to secure funding for the agency, through the Generic Drug User Fee Act, to hold all facilities to these standards, regardless of location.

## U.S. FAST FACTS

Approximately 635 brand, generic and OTC products

More than 22 billion doses of medicine sold annually, at an average price each of just 25 cents

More prescriptions filled in 2016 than by AstraZeneca, GSK, J&J, Lilly, Merck, Pfizer and Sanofi combined

Nearly 80% of Mylan's products sold in America are manufactured at a Mylan U.S. site

More generic drug applications approved by FDA over the last two years than any other company

Workforce of approximately 7,000 across 13 sites located in the District of Columbia, Illinois, New York, North Carolina, Pennsylvania, Puerto Rico, Texas, Vermont and West Virginia

## MYLAN IS A LEADER IN MAKING MEDICATIONS THAT ADDRESS A RANGE OF HEALTH CONCERNS FACING AMERICANS

### ALZHEIMER'S DISEASE

Sixth leading cause of death among adults<sup>1</sup>

**MYLAN SUPPLIES**  
GENERIC FOR THREE OF THE MOST PRESCRIBED

**ALZHEIMER'S MEDICINES<sup>2</sup>**

### AUTOIMMUNE DISORDERS

Affects more than 23.5 million Americans<sup>3</sup>

**MYLAN HAS A STRONG PIPELINE OF BIOSIMILARS**

IN DEVELOPMENT WITH THE POTENTIAL TO TREAT AUTOIMMUNE CONDITIONS<sup>4</sup>

### CANCER

Each year, more than 1.5 million people are diagnosed and more than 500,000 people die of the disease<sup>1</sup>

**MYLAN IS ONE OF THE LARGEST SUPPLIERS OF**

**CANCER MEDICINES BY VOLUME<sup>2</sup>**

### DIABETES

Affects more than 29 million, or about 1 in 11 people<sup>1</sup>

**MYLAN IS A LEADING PRODUCER OF**

**ORAL DIABETES MEDICINES<sup>2</sup>**

### HEART DISEASE

Leading cause of death, killing more than 600,000 Americans a year<sup>1</sup>

**MYLAN OFFERS**

**MORE THAN 80 CARDIOVASCULAR MEDICINES<sup>2</sup>**

### THYROID DISORDERS

About 1 of 8 women will develop a thyroid disorder during their lifetime<sup>5</sup>

**MYLAN IS**

THE NO. 1 PROVIDER BY VOLUME OF

**THYROID DISORDER MEDICATIONS<sup>2</sup>**

REFERENCES: 1. Centers for Disease Control and Prevention 2. QuintilesIMS MIDAS Sales Data: October 2015 - September 2016. 3. U.S. Department of Health and Human Services 4. Data on file 5. American Thyroid Association

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**Mylan**

Better Health  
for a Better World™