



**Petr Kozel**

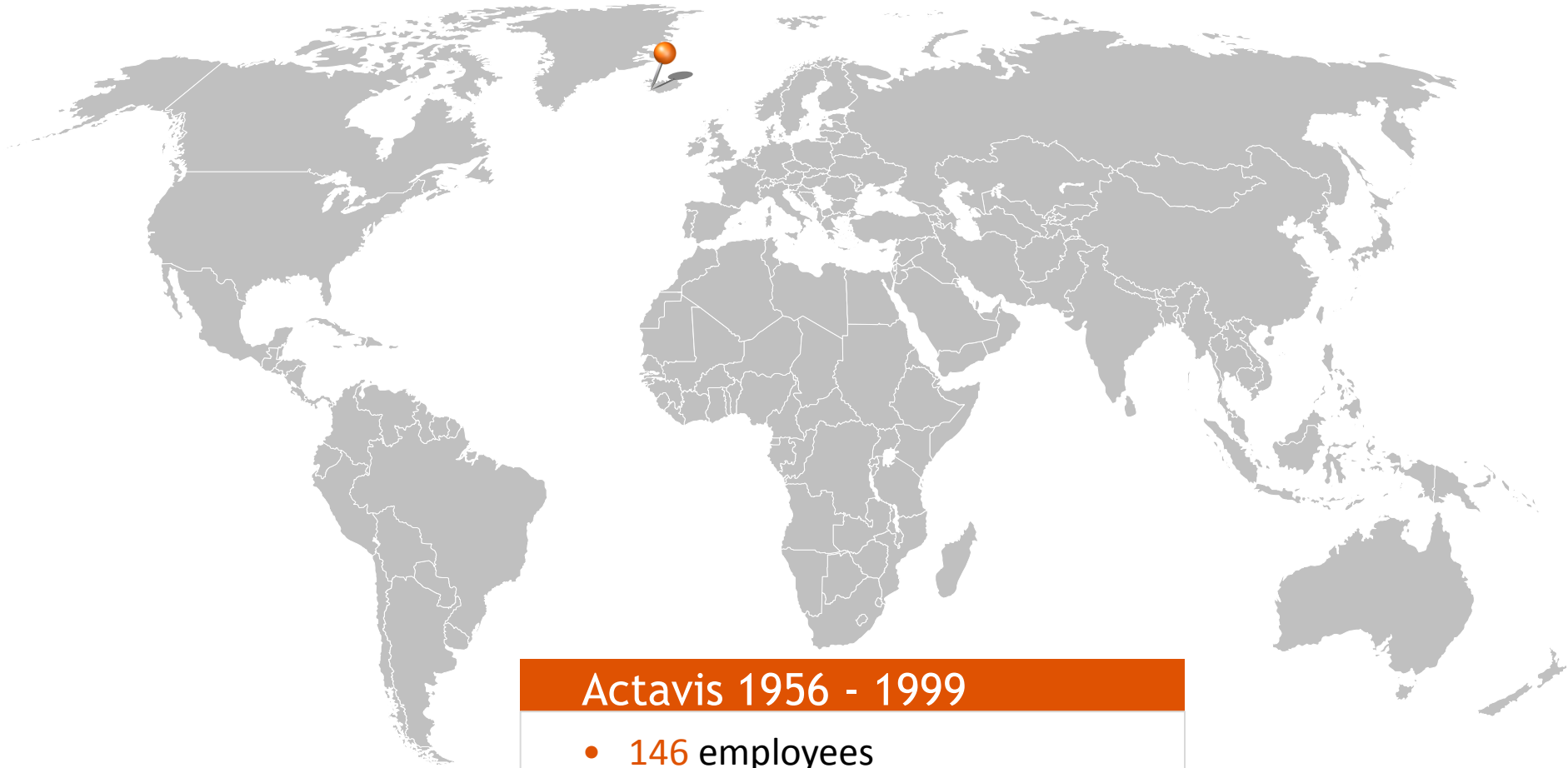


Vice-President  
Marketing & Sales  
Europe  
Actavis

Actavis in



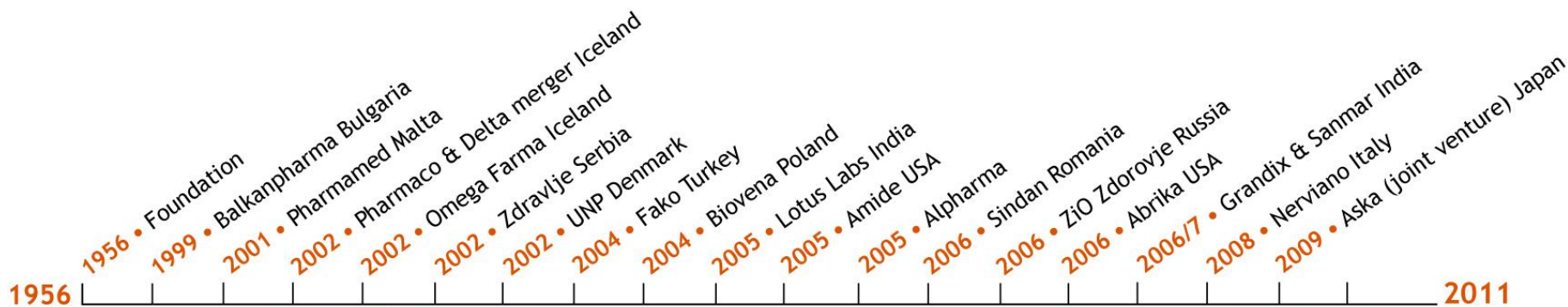
# Actavis roots



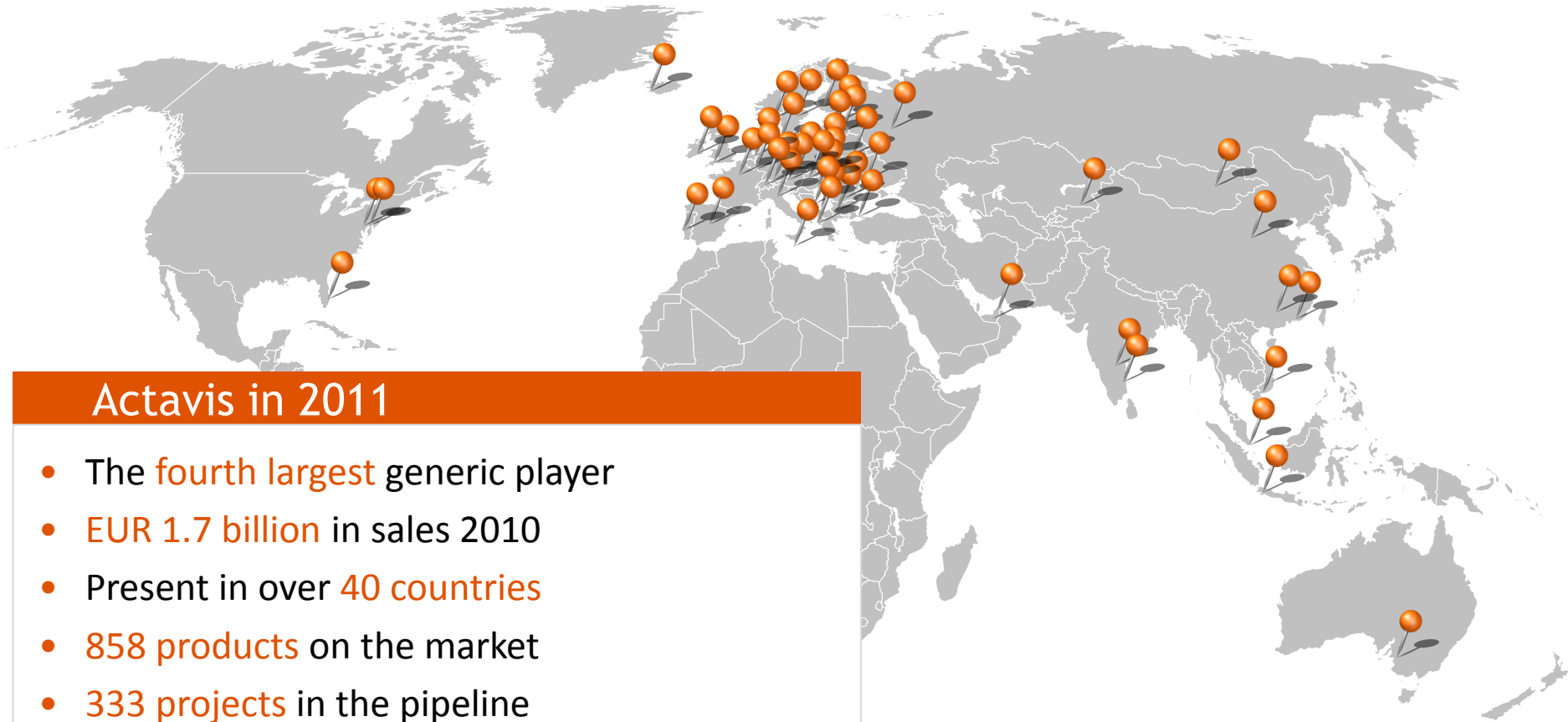
## Actavis 1956 - 1999

- 146 employees
- Present in 1 country
- EUR 57 million in sales

# Actavis strong growth



# Actavis today

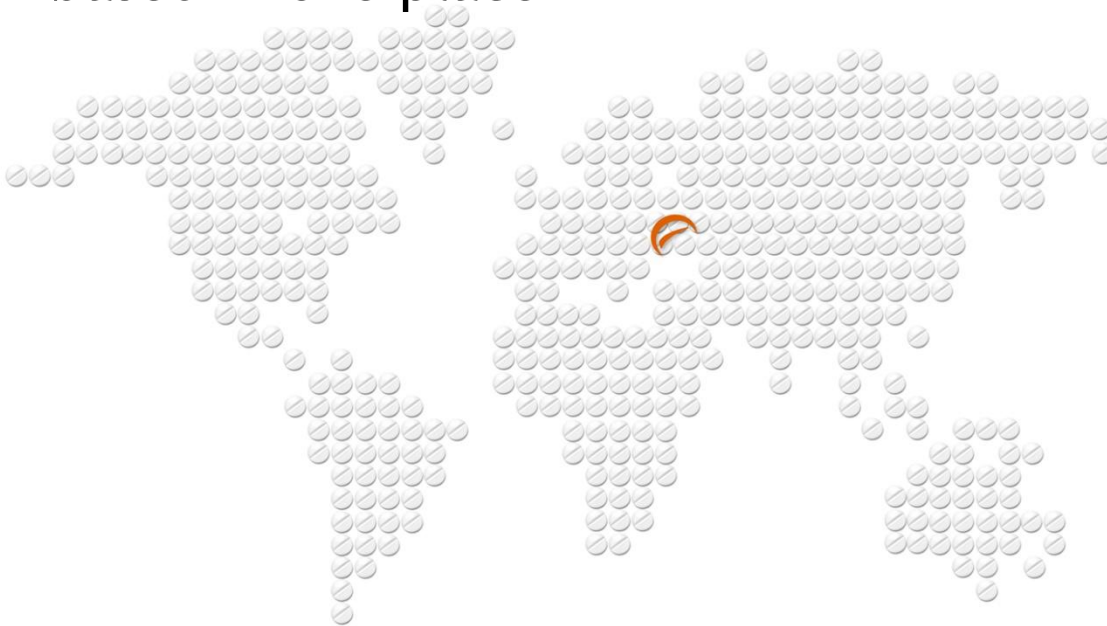


## Actavis in 2011

- The **fourth largest** generic player
- **EUR 1.7 billion** in sales 2010
- Present in over **40 countries**
- **858 products** on the market
- **333 projects** in the pipeline
- **719 products and market** launches 2010
- **24 billion tablets/capsules** manufactured 2010
- Over **10,000** employees

# Actavis a true global player

- International headquarters:  
Zug, Switzerland, with employees  
representing 29 nationalities
- Central location in Europe  
30 km from Zurich
- Senior team and strategic functions  
based in one place

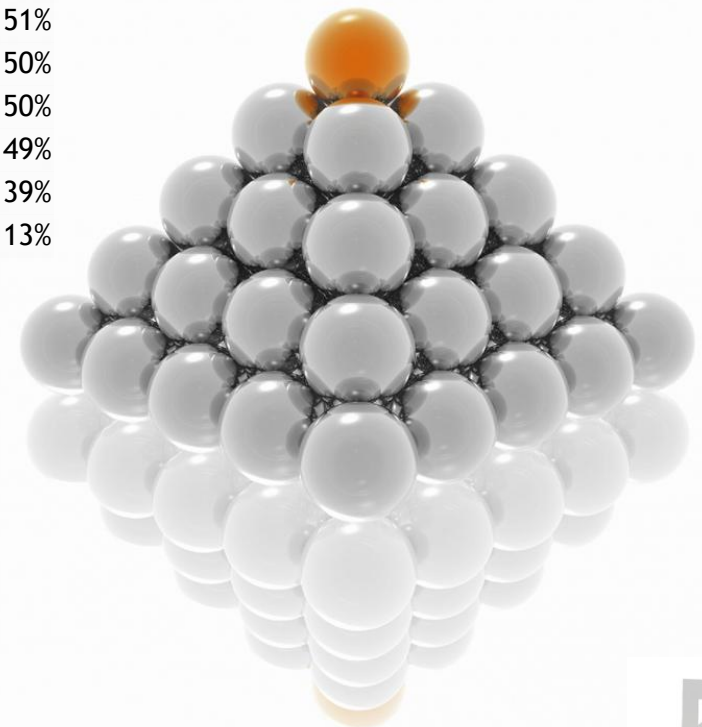
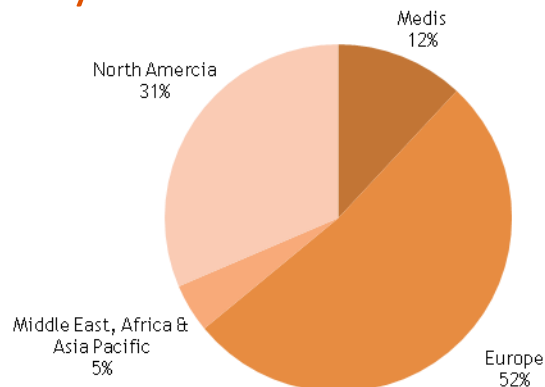


# Actavis top 10 markets & growth drivers

Top 10 markets	
Rank	Markt
1	US
2	UK & Ireland
3	Nordics
4	Russia
5	Germany
6	Rumania
7	Turkey
8	Bulgaria
9	Netherlands
10	Serbia

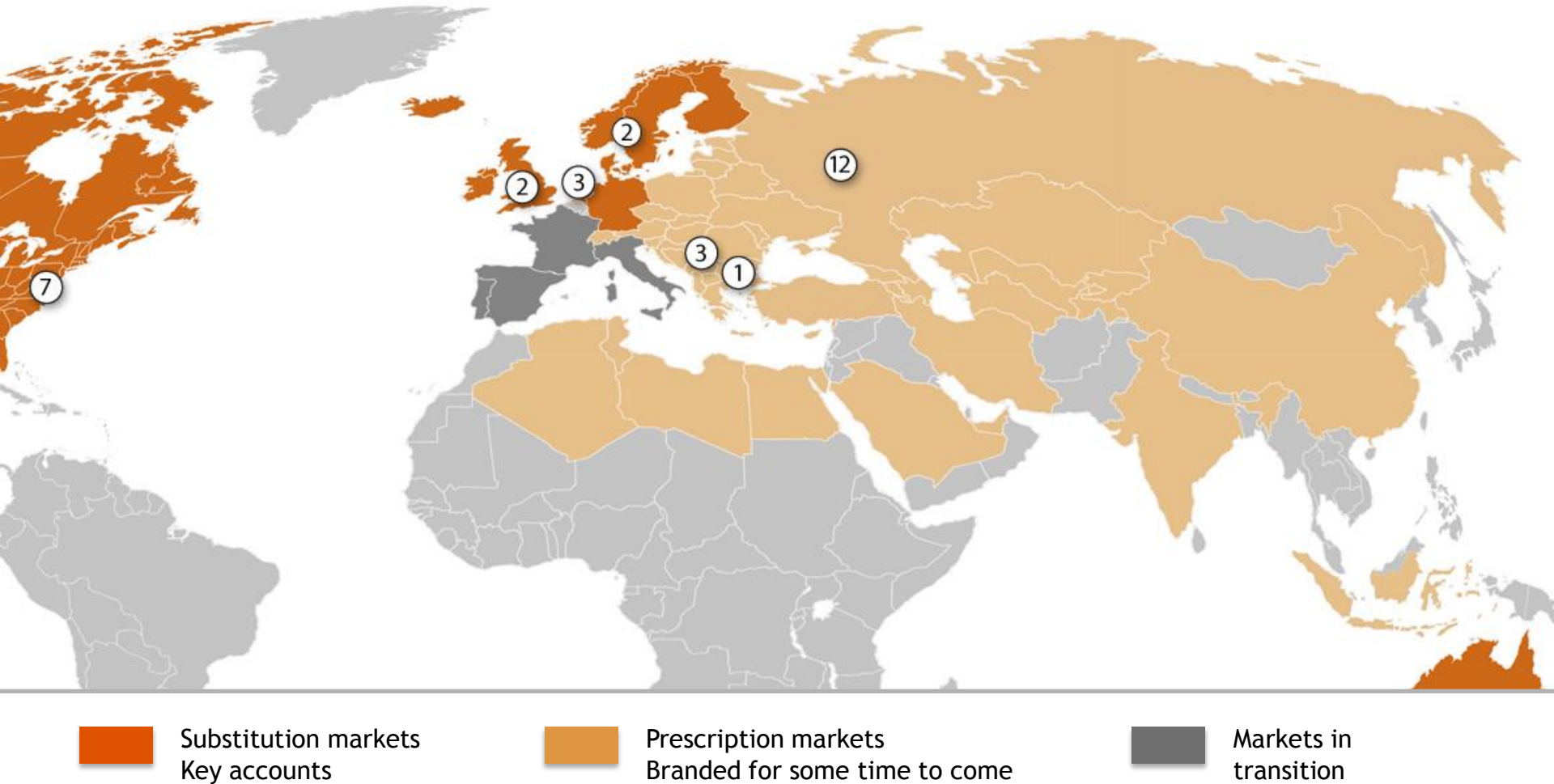
Top 10 growth markets	
Market	Growth
Saudi Arabia	241%
Vietnam	166%
Tunisia	68%
Switzerland	61%
Spain	51%
Indonesia	50%
Japan	50%
France	49%
Russia	39%
Poland	13%

## By divisions





# Actavis strong performance independent of market types



Actavis is well positioned to cope with key requirements of different market types



# Actavis manufacturing network

## Launch sites



- Malta
- Iceland

## High volume sites



- Bulgaria  
Dupnitsa
- India:  
Alathur (finished 2013)

## Regional sites



- US: Elizabeth
- UK: Barnstaple
- \*Russia: Podolsk
- \*China: Foshan
- Indonesia: Jakarta
- Serbia: Leskovac

## Specialised sites

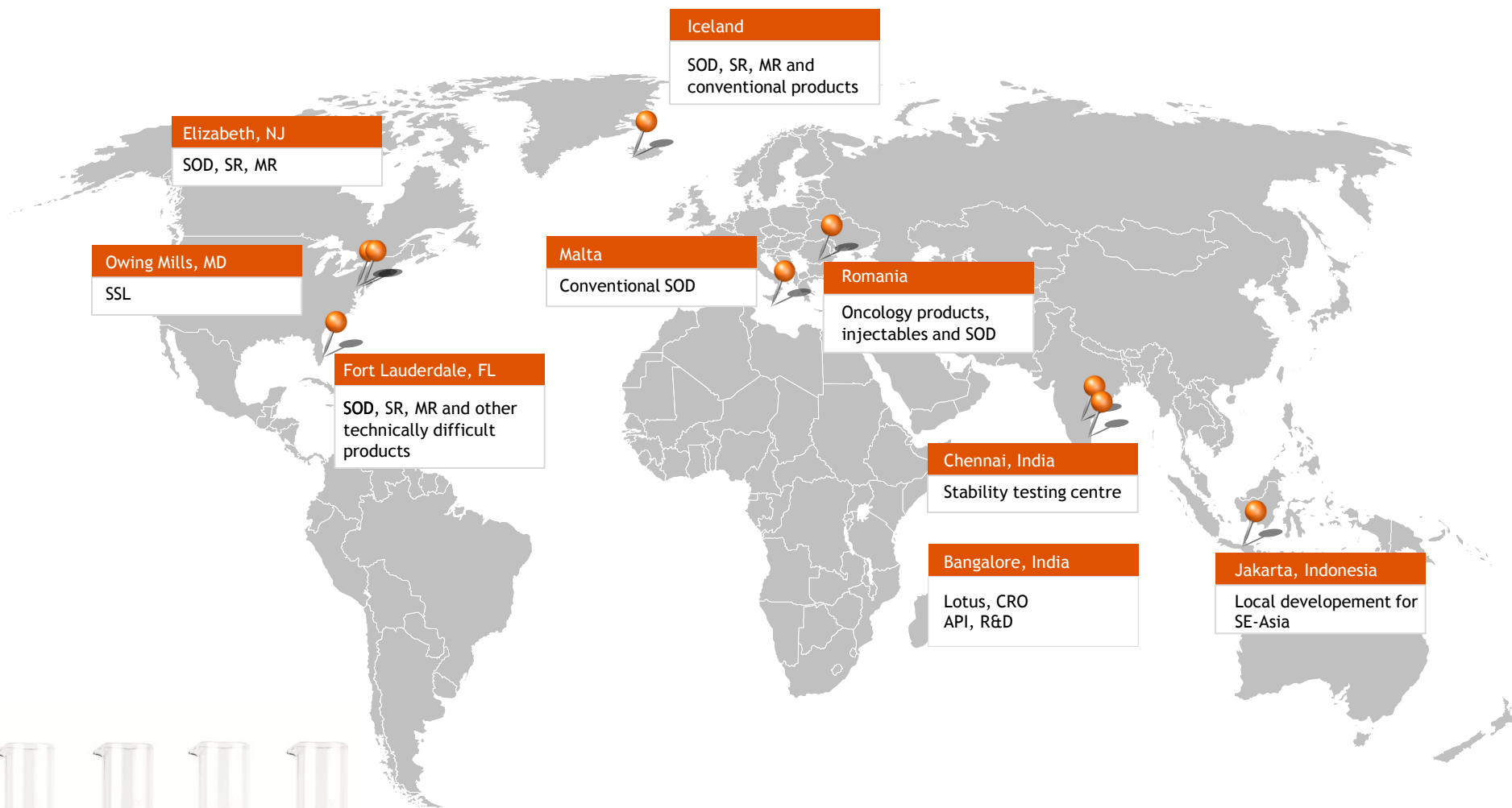


- Rumania:  
Bucharest (oncology)
- Italy:  
Nerviano (oncology)
- Bulgaria:  
Troyan (SSL)
- USA:  
Lincolnton (SSL)

All sites comply with FDA or EU/GMP (Good Manufacturing Practice)

\* Local GMP standards

# Actavis R&D sites



The 9 R&D sites are supported by regulatory centres in Iceland, Denmark, Bulgaria and the US, as well as by local regulatory units.



# Actavis strong pipeline

R&D  
projects\*

125

In-  
licensing\*

27

DRA  
projects\*\*  
( incl. 59 I/L)

181

Total  
pipeline

333

- \* A total of 152 projects correspond to 124 molecules
- \*\* Current DRA projects per country, per dossier, independent from R&D projects



**719** product / markets launches (**190** molecules) in 2010

\* end 4Q 2010

# Actavis people

End 2010	
Europe	7,208
Americas	1,165
MEA and Asia Pacific	833
Medis	82
India	983
Corporate	346
10,617	



*Thank you!*



*Thank you!*

