

## Viatris: 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.

### 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®

### Viatris 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.





## 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>• 8YX]VWHYX fYgci fWgU`cVWHYX Zcf`XYj Y`cda YbhcZdfcXi Vtg Zcf 7\]bU`UWfcggX] YfYbh[ `cVU`hYVbc`c[ mWbHfYfj` 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>• 9l dYf]YbWX`cW`fY[ i `UhcfmU Ujfg`hYUa g`VUgYX`k ]h`ghfcb[ `VUW[ fci bX`]b`XY`b]b[ `fY[ i `Uhc`fmghfUHf` nZ` 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>• Ghfcb[ `cW`a YX]W`U Ujfg`hYUa `k cf_gWcgy`mk ]h` [ `cVU`a YX]W`U Ujfg`gi V`YVh`a UHfYfYl dYfYfj`</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>• @W`cfU`gc`]X`a Ubi ZVh`f]b[ `]b`8U`]Ub` `fghg]hY`b 7\]bU`hc`fYW`]Y; A D`Wff]` VWh]cb` `Yl dYf]YbWX` `fX`dUfmi` 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

