

# Our Path to Patients

At Mylan, we recognize that effectively meeting the diverse needs of patients in a complex global pharmaceutical marketplace requires dedicated action.

Our approach is designed for long-term, sustainable impact. We've built and scaled our commercial, operational and enterprise capabilities to meet the evolving needs of patients and customers in ways that aim to be globally consistent yet locally sensitive. We are grounded by our unwavering commitment to quality; maintaining a broad spectrum of geographic reach, product types and access channels; and offering new product and affordability options. Through our robust research and development (R&D), manufacturing, supply chain and market outreach competencies, we continually are focused on meeting the needs of patients today while also anticipating their needs in the years to come.



## Research & Development

In the pharmaceutical industry, R&D is often assumed to reference the development of new, brand-name drugs. However, there are many other components of R&D that are just as critical to providing the world's population with access to needed medicines. At Mylan, we constantly look for ways to improve patient convenience, prescription compliance, safety, experience and access.

From the development of complex products like biosimilars used to fight cancer and other life-threatening diseases to the creation of heat-stable medications for patients without access to refrigeration and product formulations that can be consumed more easily by children, we've invested billions of dollars to more effectively reach patients with a wide variety of health conditions across 10 therapeutic categories and multiple dosage forms.

With 12 R&D centers around the world, including 10 technology-focused development sites and two global R&D centers, Mylan's scientists develop and implement solutions to address some of the world's most pressing health concerns. We develop products for patients in low-, middle- and high-income countries with a range of types and expertise that often sets us apart. This process starts with product selection based upon unmet patient needs and continues all the way through to development and regulatory approval. To achieve product approval we must continuously work with various regulatory agencies throughout the globe.



## Raw Materials

The active pharmaceutical ingredients (APIs) and other materials and supplies we use in our manufacturing operations are purchased from third parties or produced internally.

Our ability to make or obtain quality raw materials at reasonable prices is crucial to our capability to maximize our impact and supply patients with the finished product medicines they need to maintain their health.



## Manufacturing & Supply Chain

Our more than 40 manufacturing sites, combined with our global supply chain network and the facilities of the many partners with whom we collaborate on manufacturing, development, supply and logistics offer a worldwide, strategically located network of robust size and scope. Designed to reach more patients with more solutions when and where they need them, our regional supply sites are often in close proximity to our key markets and utilize real-time demand and supply data to leverage capabilities and create efficiency and flexibility across our operations.

Wherever we operate, the quality and safety of our products remains our top priority; our suppliers, contract manufacturers, clinical trial partners and others are expected to comply with the same high standards and regulations as Mylan's own operations. Consequently, the patients we serve can be confident that the Mylan products they receive are produced with quality in mind.



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## Market Outreach

With our diverse portfolio of prescription generic, branded generic and brand-name drugs and OTC remedies, we work to build awareness on issues related to patient health and breaking down barriers to improve access, including fighting against unwarranted patents when necessary. We manage our products and healthcare solutions on a geographic basis worldwide (North America, Europe, Rest of World), and engage with physicians, pharmacists, insurers, policy and regulatory leaders and related organizations across the globe.

In addition, as part of our efforts to inform healthcare providers on the appropriate use and efficacy of Mylan's products, our sales and marketing professionals focus their educational outreach on the people who make key decisions around pharmaceutical prescribing, dispensing and buying. These interactions are governed by Mylan policies and processes that are based on well-established regulations and ethical standards.



## Distribution

Mylan's products make their way to patients through a variety of distribution channels and intermediaries, and local laws and customs give rise to different types of pharmaceutical markets (distribution, tender, substitution and prescription). As a result, the customers we work with to distribute our medications to patients number in the tens of thousands and include retail pharmacies; wholesalers and distributors; payers, insurers and governments; and institutions such as hospitals, among others. We work closely with them and other important collaborators including NGOs, to help create better health for a better world by making our products available to patients in countries with varying degrees of income and resources.



## In 2019:

we supplied **more than 7,500 products,**

with the ability to treat **9 out of the top 10 global causes of death**<sup>1,2</sup>

and reached **more than 165 countries and territories,**

including **88.5% of low- and lower-middle-income countries,**<sup>3</sup>

at an average selling price **of 18¢ per dose.**

<sup>1</sup>The remaining cause of death is road injury.

<sup>2</sup>Source: Global Health Estimates 2016: Deaths by Cause, Age, Sex, by Country and by Region. 2000-2016 Geneva, World Health Organization; 2018

<sup>3</sup>Income groups from the World Bank list of economies (Published July 2019)



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