

CHINA : Political/Macroeconomic Environment

	2008	2009	2010	2011	2012	20
Inflation (%)						
GDP Growth (%)						
Currency Appreci						

CHINA : Market Growth

(%)	2010			2011			2012			2013			2014	
	Market	Abbott	Rank*	Market	Abbott	Rank*	Market	Abbott	Rank*	Market	Abbott	Rank*	Market	
CHINA														
By Key Brands:														
(%)	2010			2011			2012							
	Market	Abbott	Rank*	Market	Abbott	Rank*	Market							
Adomet/SAME														
Sevo														
Hytrin														
Clari														

* Rank r

Note :

- Source: IMS
- Abbott Participated Market

CHINA : Strategic Overview

- Please highlight in areas such as : Key Investment Areas , Focused Therapeutic Areas in next few years.

CHINA : Price Assumptions

- Please highlight Price Assumptions and related rationale in 2010 LRP

CHINA : Regulatory Issues

- Please highlight Key Issues

CHINA :Acceleration Tracking

- Please describe Acceleration plan impact and incremental dollar vs. prior LRP impact.

CHINA : Others

- Solvay Integration Implication
- Other wish list – what is required to ensure even higher growth than current.

CHINA : OPPORTUNITIES

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CHINA : RISKS

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CHINA : 2010 LRP VS. 2009 LRP

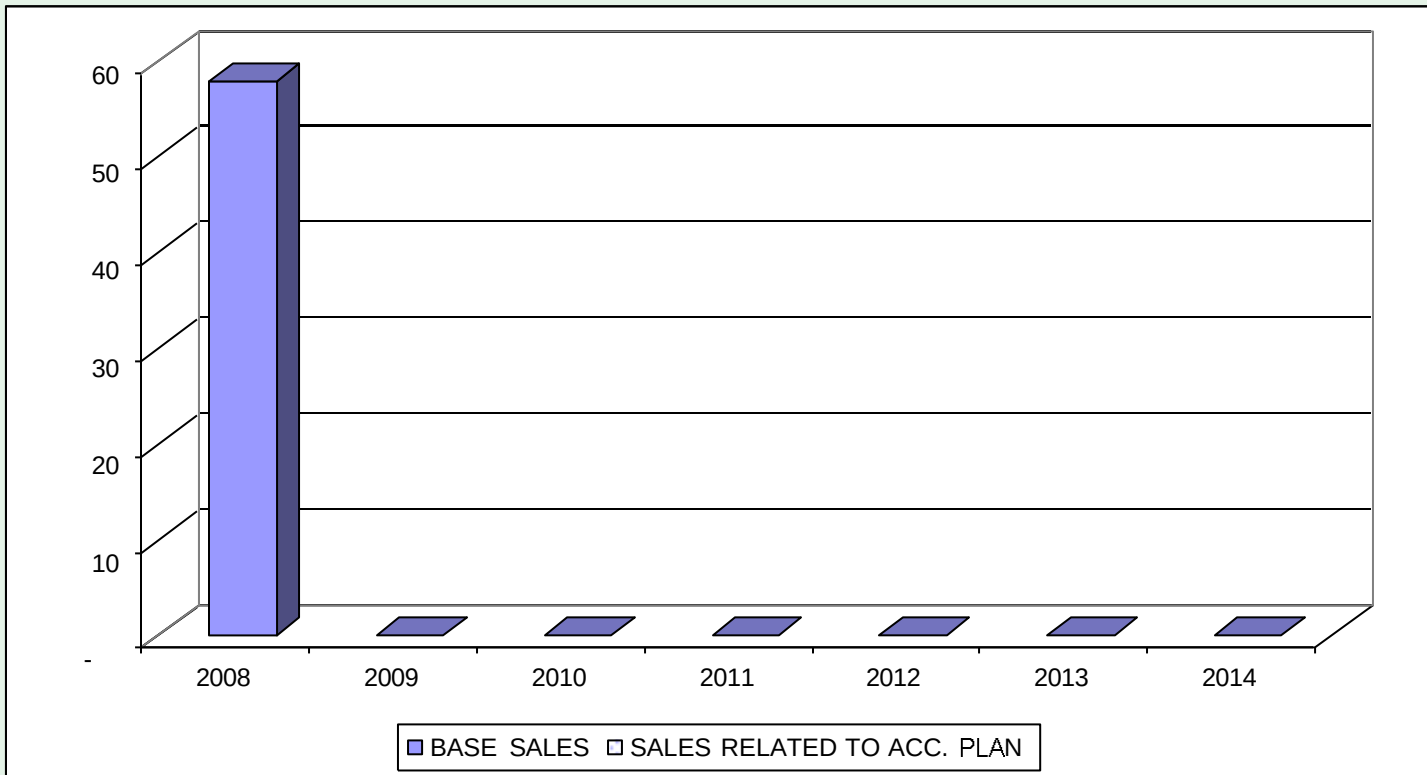
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	2010 LRP		LRP				'09-'14
	2009 Upd/Act	2010 Plan	2011	2012	2013	2014	CGR
SALES	-	-	-	-	-	-	na
% Perf. vs. Prior Year		#DIV/0!					
DISTRIBUTION MARGIN	-	-	-	-	-	-	na
% to Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
R&D	-	-	-	-	-	-	na
% to Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
SG&A	-	-	-	-	-	-	na
% to Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
DIV MARGIN	0	0	0	0	0	0	na
% to Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

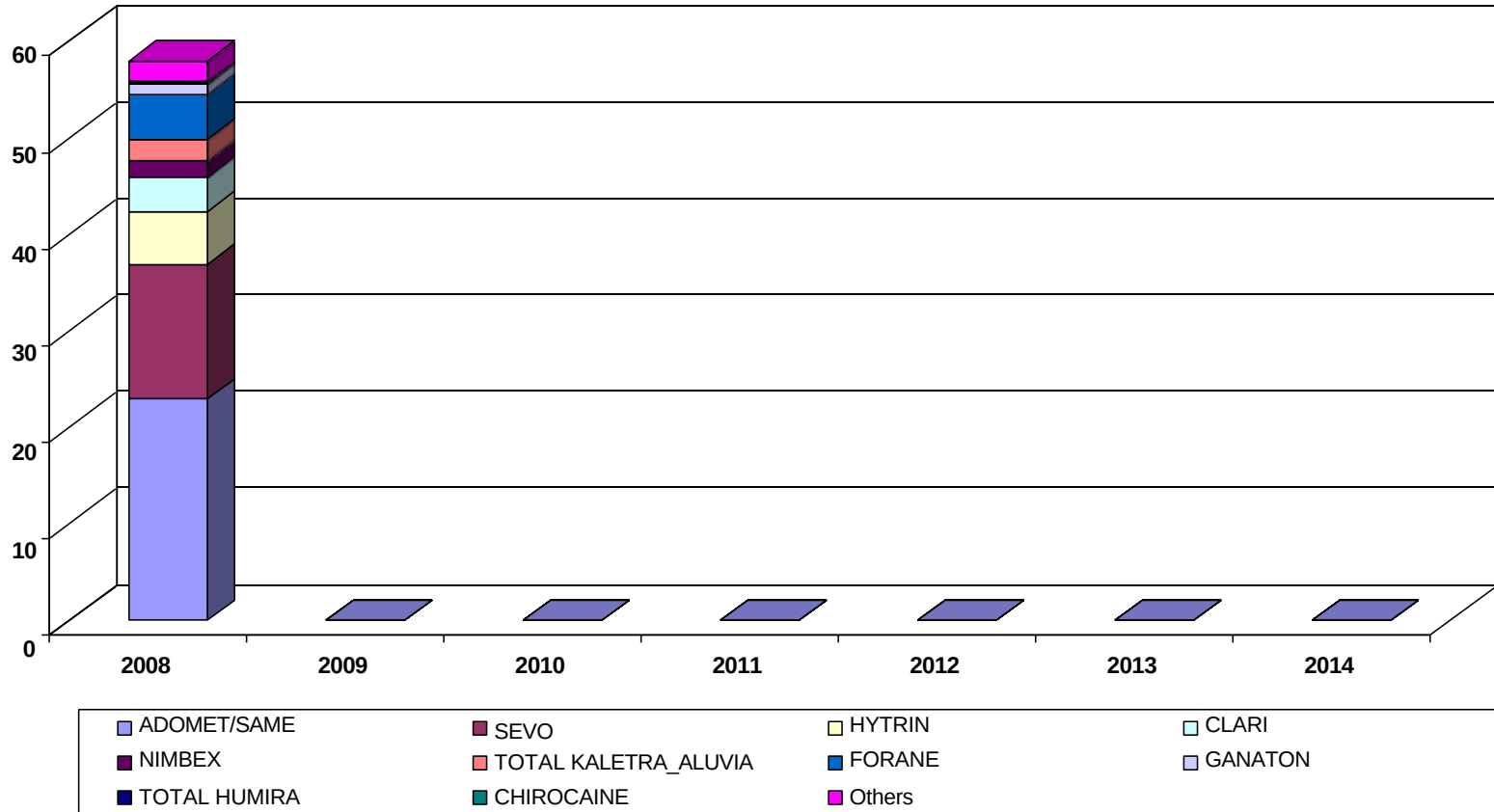
	2009 LRP		LRP				'08-'13
	2008 Actual	2009 Plan	2010	2011	2012	2013	CGR
SALES	58	92	137	208	312	418	48.5%
% Perf. vs. Prior Year		56.9%	49.7%	51.5%	50.4%	34.0%	
DISTRIBUTION MARGIN	34	60	90	135	202	272	51.7%
% to Sales	58.3%	65.9%	65.5%	65.2%	64.9%	65.0%	
R&D	1	2	3	4	5	7	36.2%
% to Sales	2.5%	2.6%	2.4%	2.1%	1.6%	1.6%	
SG&A	27	41	59	86	121	156	42.3%
% to Sales	46.2%	44.7%	42.9%	41.2%	38.8%	37.4%	
DIV MARGIN	6	17	28	45	76	109	81.2%
% to Sales	9.6%	18.5%	20.2%	21.8%	24.5%	26.0%	

CHINA : Sales History

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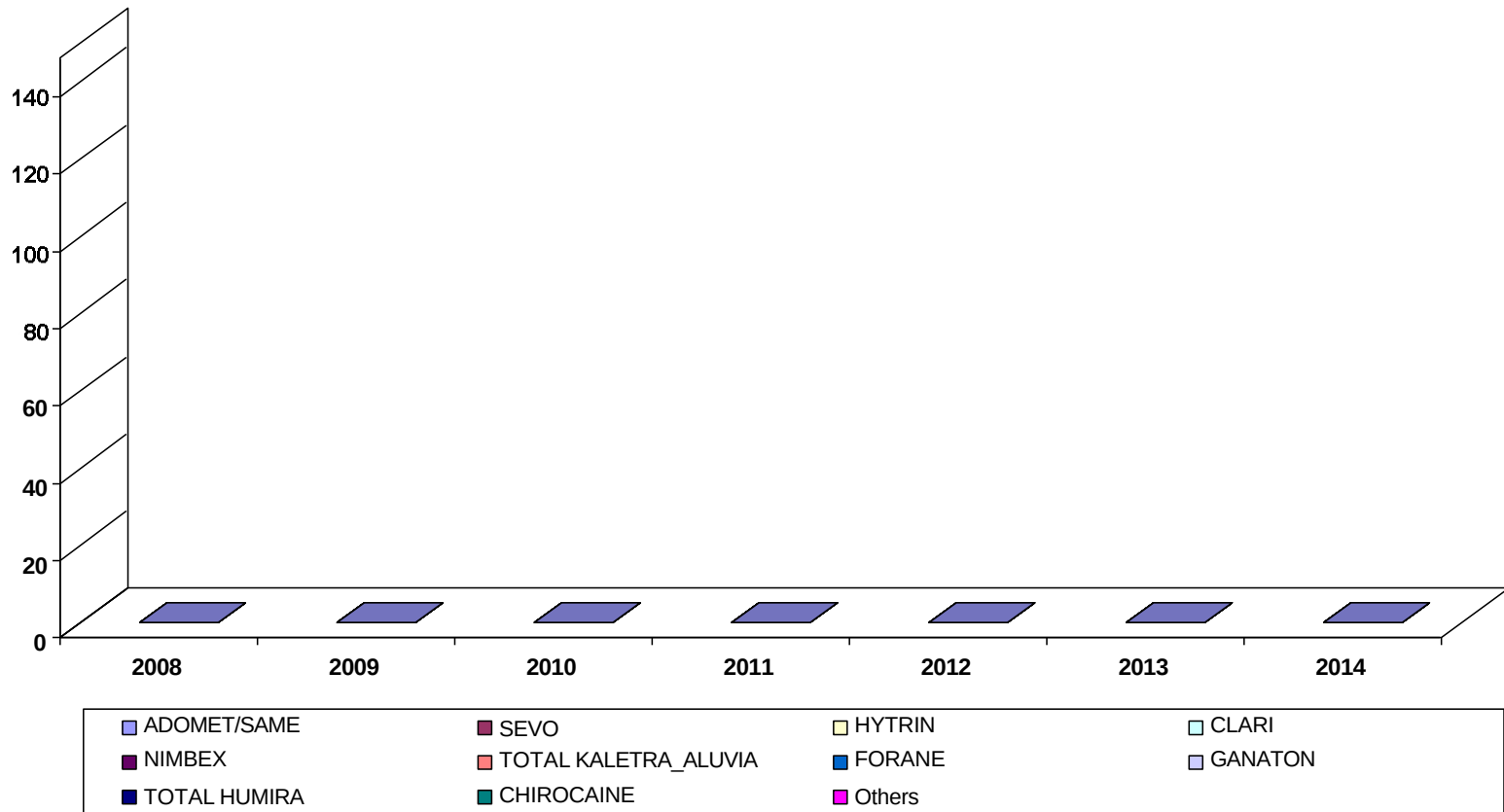


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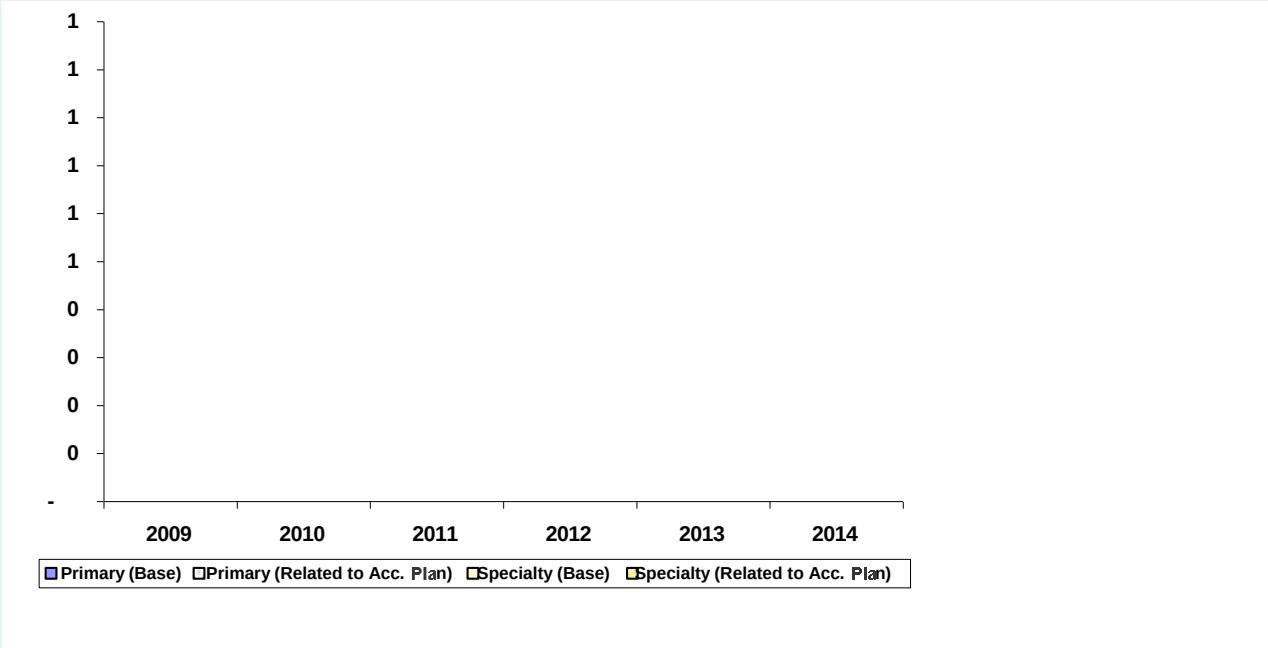
CHINA : Sale History (Related to Acceleration Plan) – Key Products

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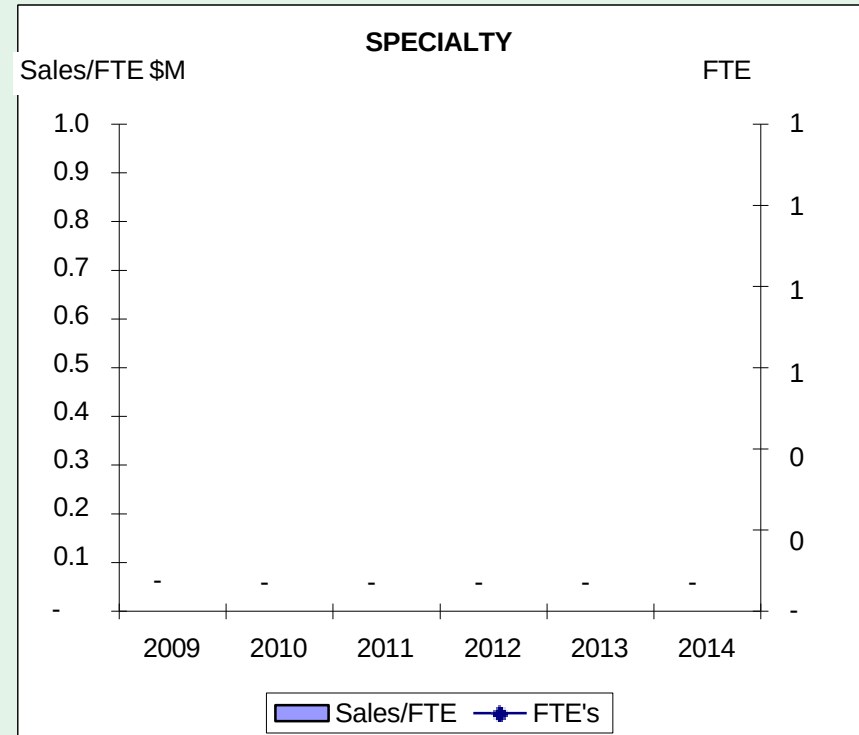
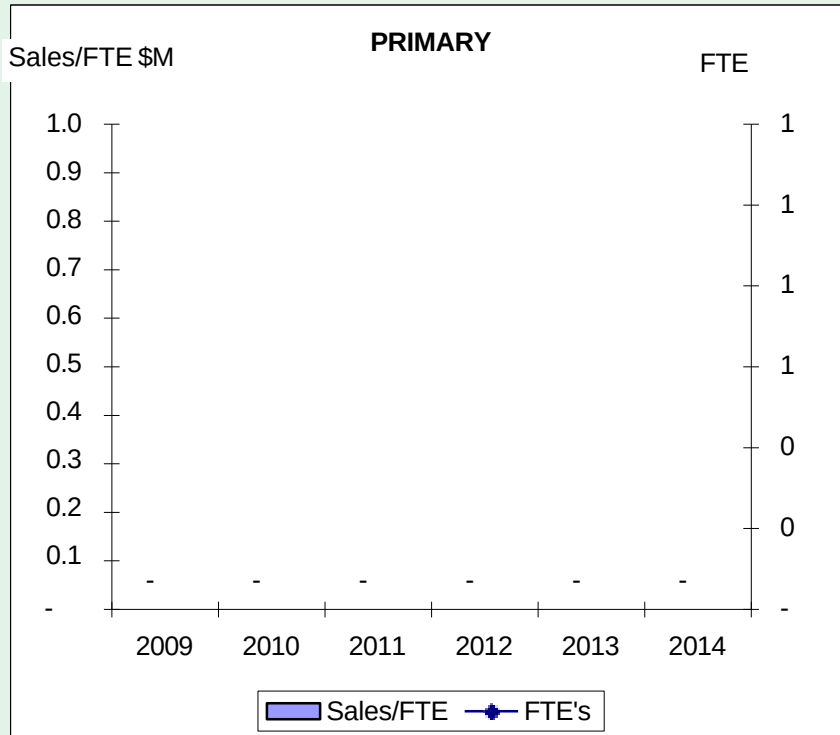
CHINA : Specialty / Primary Sales Mix

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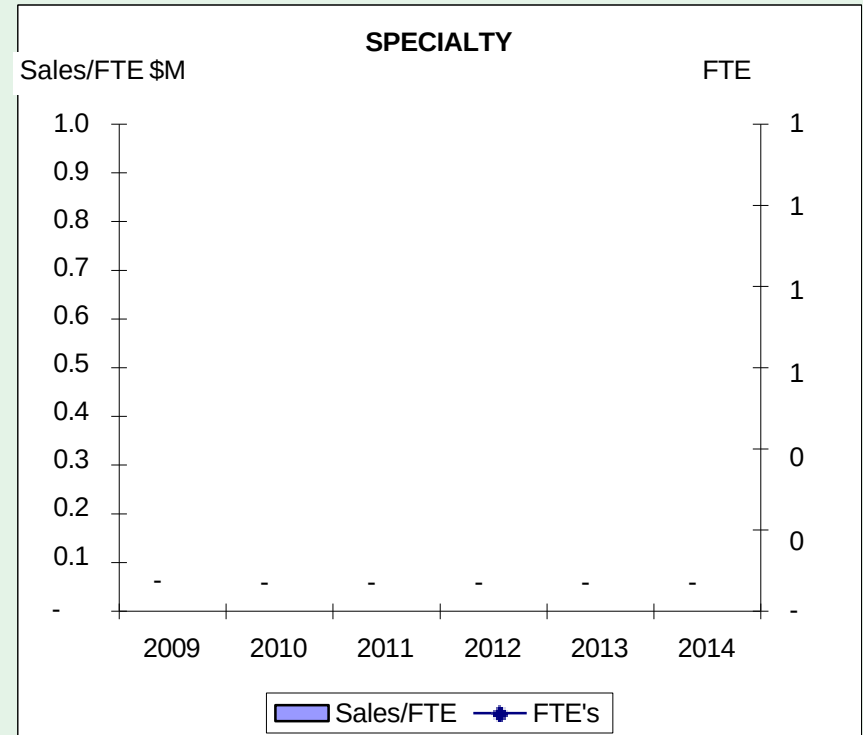
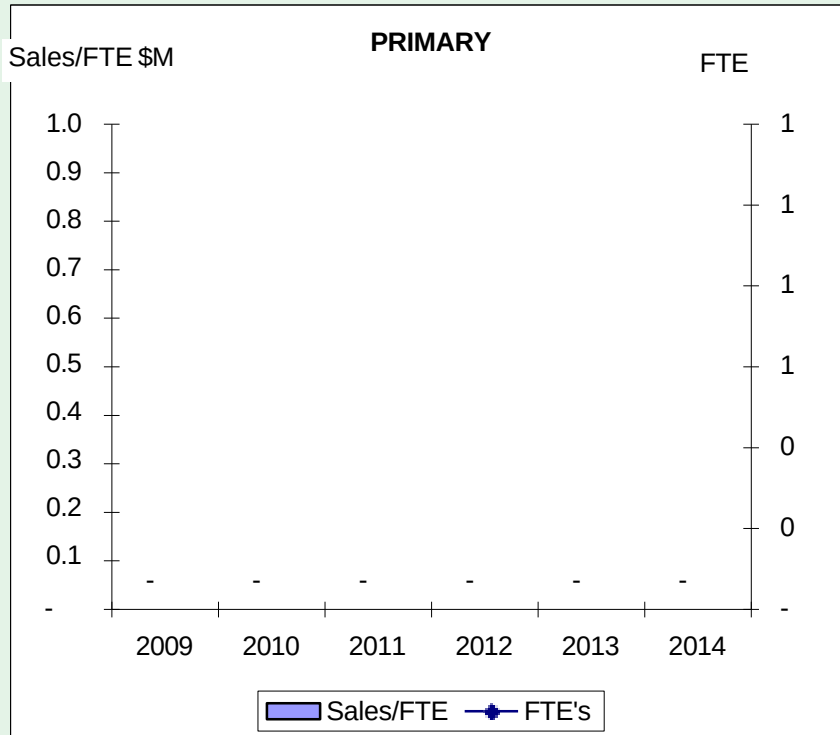


Primary % (Base)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Primary % (Related to Acc. Pln)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Specialty % (Base)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Specialty % (Related to Acc. Pln)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

CHINA : Sales Force FTE Productivity (Related to Total Sales)

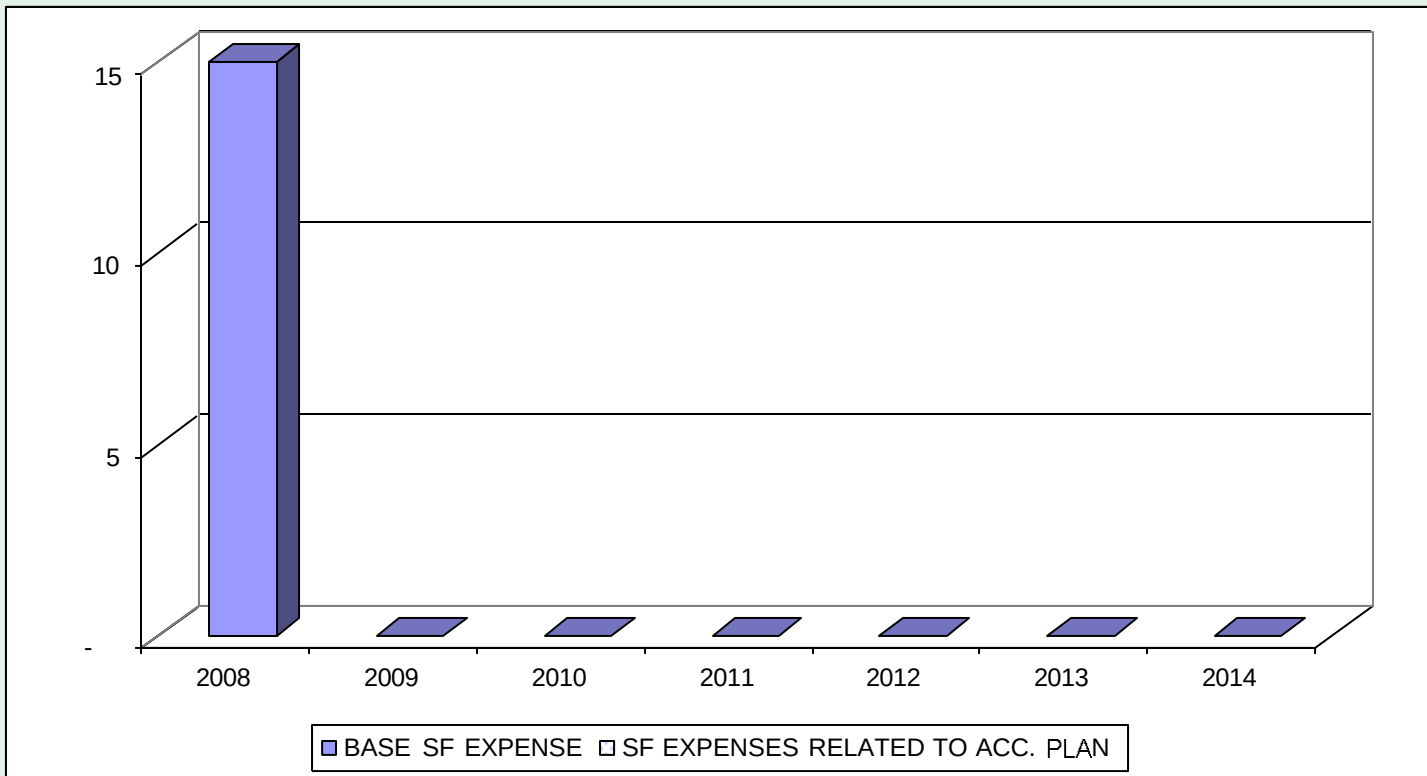


CHINA : Sales Force FTE Productivity (Related to Acceleration Plan)



CHINA: Sales Force Spending \$

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