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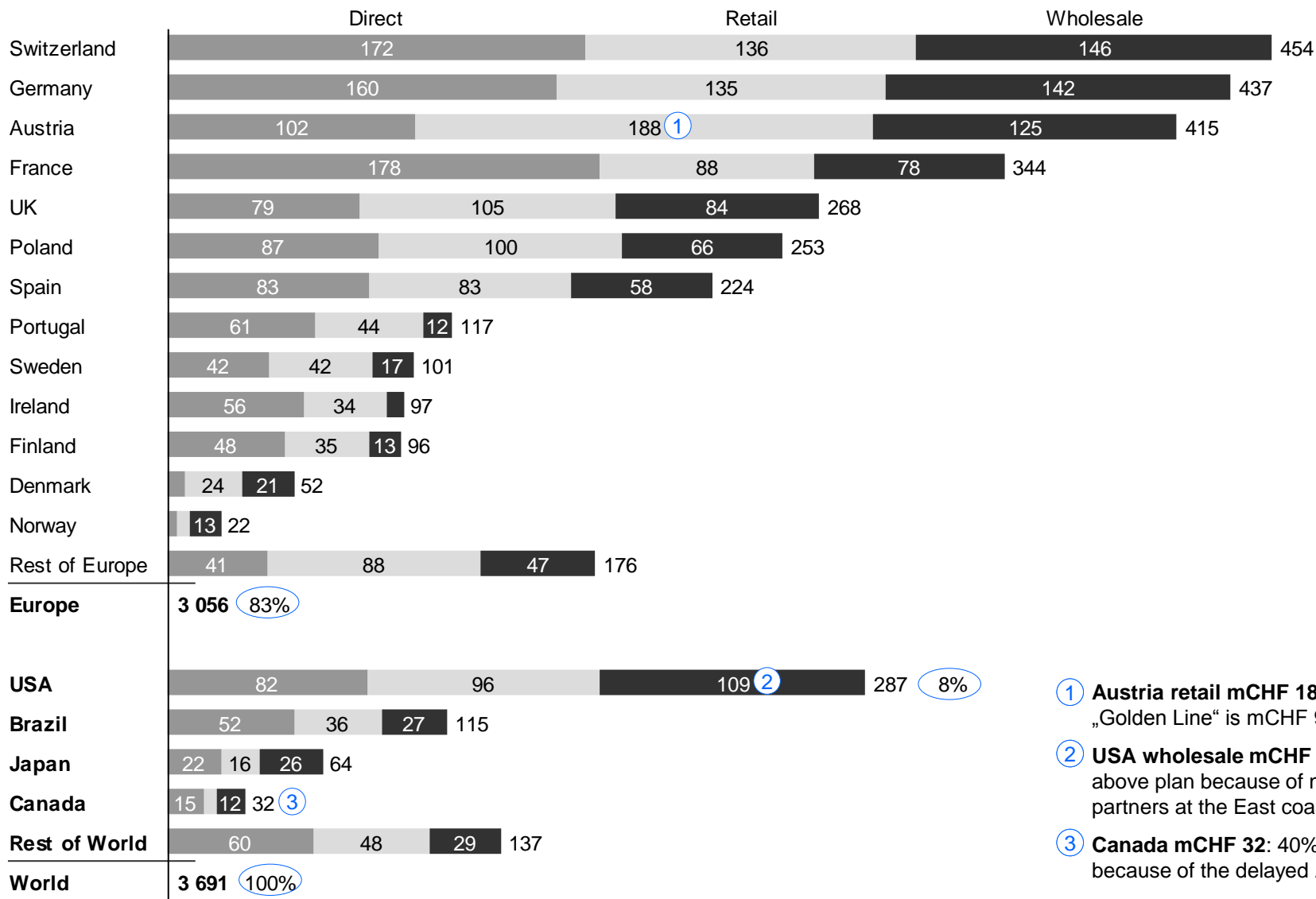


In Europe we achieved 83% (mCHF 3 056) of worldwide net sales (mCHF 3 691), USA net sales (mCHF 287) presents the biggest share outside of Europe (8%)

Pharmaceutical Inc.

Net sales in mCHF **by country** (sorted ↓)

2015 AC



- ① **Austria retail mCHF 188:** Vienna „Golden Line“ is mCHF 98 thereof
- ② **USA wholesale mCHF 109:** 50% above plan because of new channel partners at the East coast
- ③ **Canada mCHF 32:** 40% below plan because of the delayed Alpha project

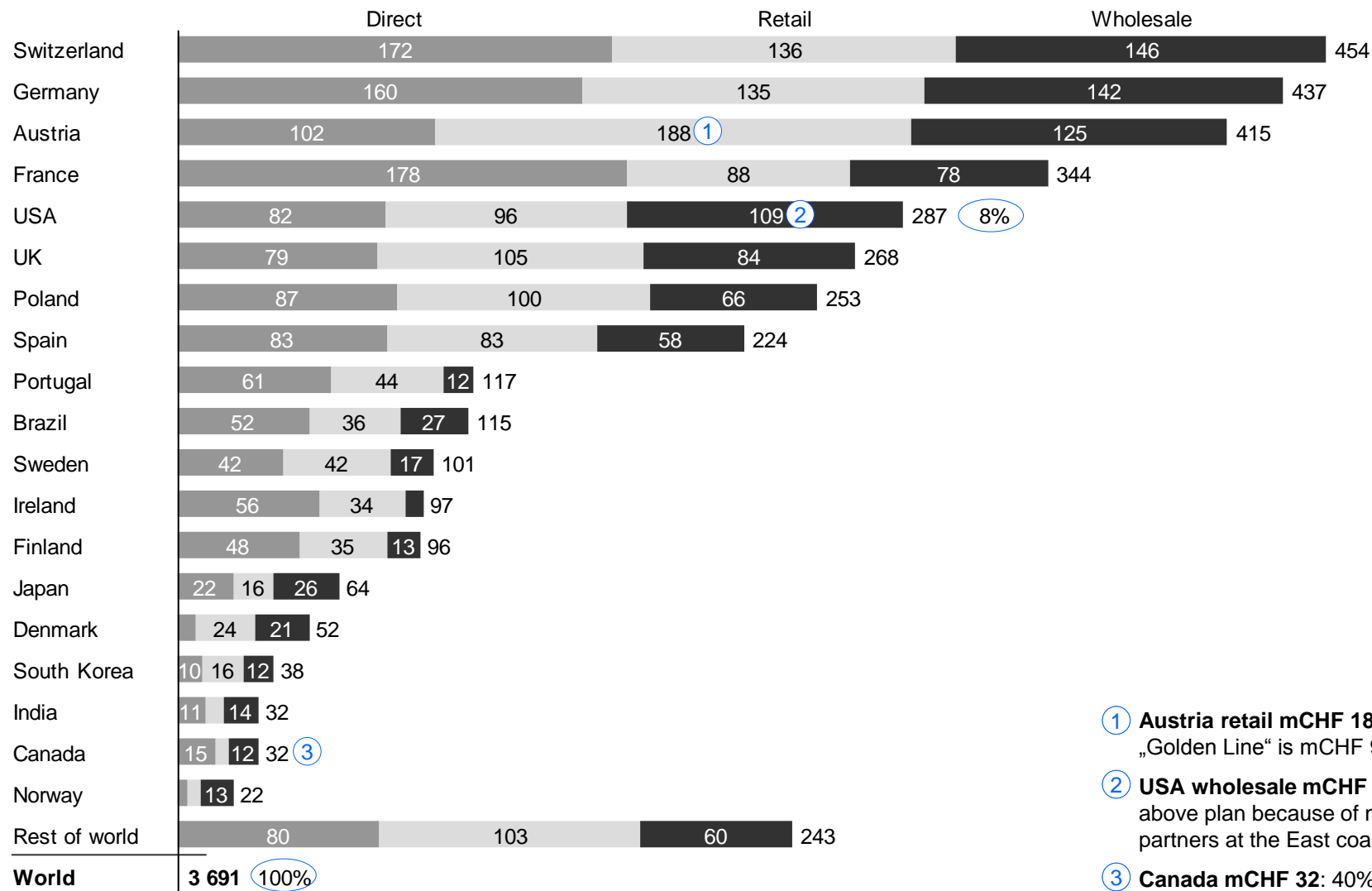
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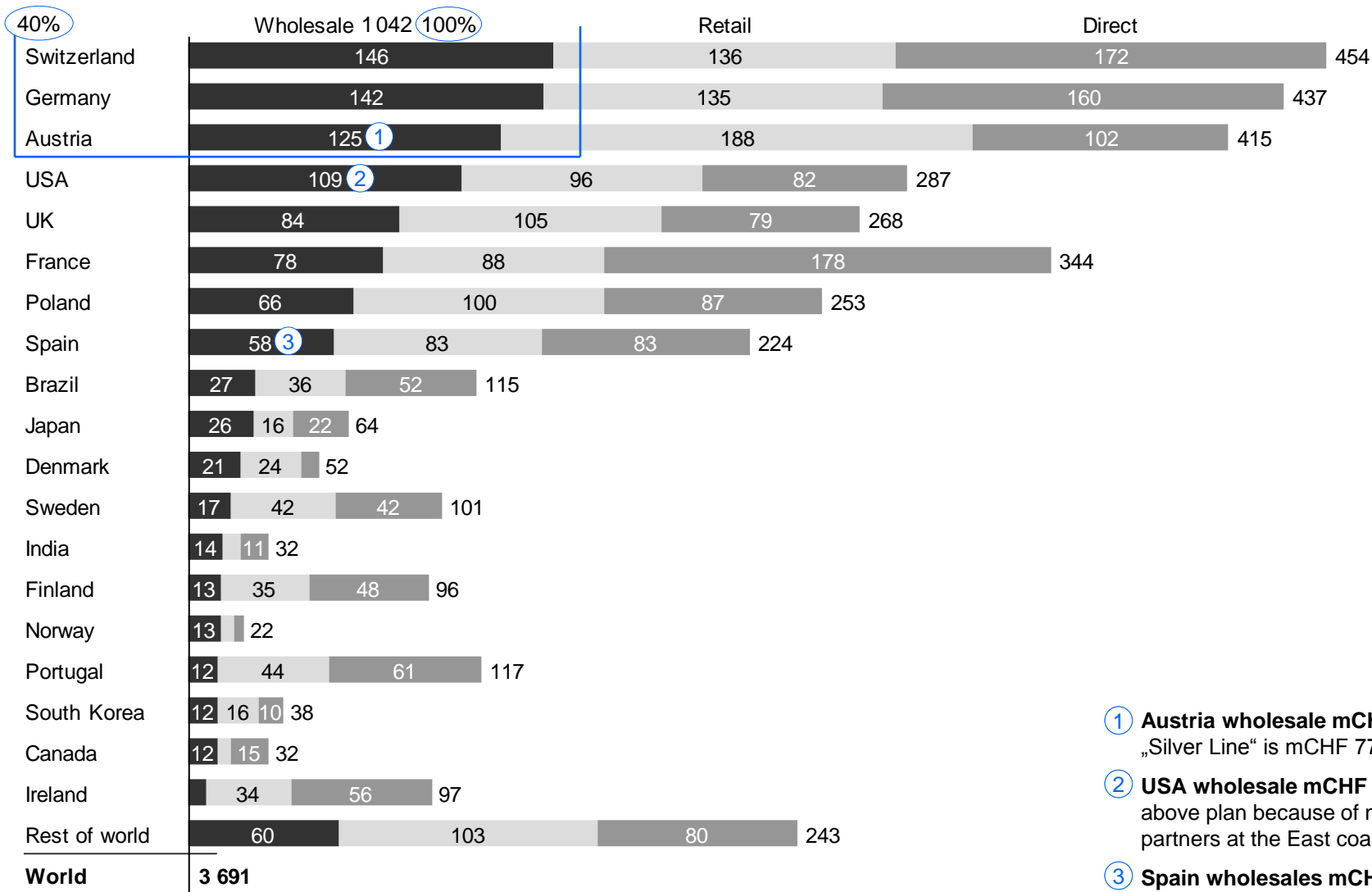
Switzerland, Germany, and Austria make up for 40% (mCHF 413) of total wholesale net sales (mCHF 1 042)



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Net sales in mCHF **by country** (sorted by wholesale ↓)

2015 AC



- ① **Austria wholesale mCHF 125:** Vienna „Silver Line“ is mCHF 77 thereof
- ② **USA wholesale mCHF 109:** 50% above plan because of new channel partners at the East coast
- ③ **Spain wholesales mCHF 58:** 48% below plan because of the delayed Beta project

The wholesale share in Norway is 59% (mCHF 13) compared to Ireland with only 7% (mCHF 7) with an average in wholesale net sales of 28%



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Net sales in mCHF **by country** (sorted by wholesale share ↓)

2015 AC

