

Abbott Healthcare Products Ltd
Abbott Laboratories Limited
Abbott House
Vanwall Business Park
Vanwall Road, Maidenhead
Berkshire SL6 4XE

Tel: 01628 773355
Fax: 01628 644305
www.abbott.co.uk



December 2014

Dear Customer,

CHANGES TO ORDERING ABBOTT PHARMACEUTICALS: IMPORTANT INFORMATION

I am writing to you today to ask you to prepare for an important change in the way that you order Abbott pharmaceutical products from 1st January 2015. Whilst these preparations are quite straightforward, they are essential to ensure that you continue to be supplied efficiently.

In July 2014, Abbott announced its plans to sell the developed markets portion of its established pharmaceuticals business to Mylan Incorporated ("**Mylan**"). When completed, this sale will result in the established pharmaceuticals business being conducted by Mylan.

As part of the preparation to separate the established pharmaceutical business from the activities of the other Abbott businesses, a new legal entity has been established; BGP Products Ltd ("**BGP**"). This new entity will contain the established pharmaceutical business to be conducted by Mylan. This is simply one of many steps in the process to ensure that the established pharmaceutical business will be ready to operate independently when the global separation is completed in the first quarter of 2015. BGP Products Ltd. will remain a wholly-owned subsidiary of Abbott until the global separation is completed.

From 1st January 2015, Abbott and BGP will, necessarily have separate procurement and financial systems. We are therefore, asking you to set up BGP as a supplier in time for that change. **The table below lists the key actions and changes that we are asking you to make** to ensure that you are ready to trade with BGP Products Ltd from 1st January 2015.

Please refer to the enclosed appendices for more details. In Appendix 3 we have included a list of products that will transfer to BGP Products Ltd. Please take the time to read through the appendices to this letter.

Action required	For further information
<ul style="list-style-type: none"> • Please set up BGP Products Ltd as a new supplier in your purchasing systems, if appropriate 	<ul style="list-style-type: none"> • See Appendix 3 for those products that will be supplied by BGP Products Ltd. in the future
<ul style="list-style-type: none"> • Please direct e-mail, fax and EDI orders to BGP Products Ltd. from 1st January 2015 	<ul style="list-style-type: none"> • See Appendix 1 for contact details
<ul style="list-style-type: none"> • Please ensure that payment details for BGP Products Ltd. are in place to enable invoices to be paid to the correct company from 1st January 2015 	<ul style="list-style-type: none"> See Appendix 1 for BGP Products Ltd bank details

Here is a summary of the changes you will notice:

- From 1st January 2015, invoices for the affected products (see Appendix 3) will be raised by BGP Products Ltd. and should be paid to BGP Products Ltd.
- Delivery Notes, invoices and statements will contain BGP Products Ltd. company information but will retain the Abbott branding for a period of time.

Please be assured that there are no changes to:

- Payment terms;
- Product Pricing including any contract pricing that may be applicable;
- Ordering and fulfillment processes for all other products remaining with Abbott Laboratories.

For the majority of our customers the changes will be minor and our aim is to minimize any inconvenience to you. Every step has been taken to ensure a smooth transition.

Information in relation to this change will be communicated to the Commercial Medicines Unit.

We appreciate and thank you for your cooperation and look forward to a continued relationship with you. Should you have any questions or queries, please do not hesitate to contact the Customer Service Team on 01234 248 632.

Yours sincerely

Jean-Yves Brault
General Manager
Established Pharmaceuticals Division

Appendix 1 – Summary Details

Company Information

BGP Products Ltd.
Abbott House
Vanwall Business Park
Vanwall Road
Maidenhead
SL6 4XE

Company Registration No: 09189103

Customer Service Contacts

Telephone: 01234 248 632
Fax: 01234 248 704
Email: customercare.uk@movianto.com

Remittance Details

Telephone: 01795 512980
Fax: 01795 512929
Email: credit.control@abbott.com
Address: BGP Products Ltd, Credit Control, Sovereign House, 1-2 Bingham Road,
Sittingbourne, Kent, ME10 3SU

Bank Name BNP Paribas
Account Number 84508014
Sort Code 40 63 84
Account Name BGP Products Ltd

Appendix 2 - Frequently Asked Questions (Ordering and Invoicing Processes)

Q: Why are you asking me to change my processes?

A: As part of the preparation to separate globally, a new entity has been created that will soon become operational. While the Mylan entity remains a wholly-owned subsidiary of Abbott prior to global separation, it is this new legal entity that contains the established pharmaceutical business to be conducted in the UK. Therefore your own procurement processes will require you to create BGP Products Ltd. as a new supplier in your systems so that we can provide a seamless service. You should retain Abbott as a supplier in your systems if you are purchasing products from other Abbott businesses.

Q: What do I order from Abbott and what do I order from BGP Products?

A: Only the established pharmaceutical business will be transferred to BGP Products Ltd. If you are purchasing products from Abbott Diabetes Care, Abbott Nutrition or Abbott Diagnostics, these products will remain with Abbott and you should continue to purchase from Abbott in accordance with the usual process.

Q: Why are you asking me to make changes to my ordering processes from 1st January 2015

A: To assist with the company separation and to ensure a smooth transition, from 1st January 2015 fax, e-mail and EDI orders **must be placed with BGP Products Ltd.** There may be a period of time where no orders can be processed whilst transitioning to BGP Products Ltd.

Q: How do I pay my invoices?

A: All Abbott invoices you receive up to and including 31st Dec 2014 should continue to be paid to Abbott in the usual way. Invoices dated from 1st Jan 2015 for **the established pharmaceutical products only** will be sent to you from BGP Products Ltd, invoiced by BGP Products Ltd. and must be paid to BGP Products Ltd. in accordance with the payment instructions that are detailed in Appendix 1. For products that will continue to be supplied by Abbott, there will be no change.

Q: What if I order from the wrong company?

A: You will be advised of any issues at the point of ordering so they can be addressed straight away.

Q: Who should I contact if I have any questions or require clarification?

A: If you have any questions regarding this information or the changes you are required to make, please contact the Customer Service Team via any of the methods in Appendix 1.

Q: As part of my account set-up I need trade references. Are these available?

A: BGP Products Ltd. will be a wholly owned Abbott subsidiary company until the transfer to Mylan is complete. You can therefore, be assured that the company benefits from the same considerable financial strength as Abbott does today. As BGP will not trade prior to 1st January 2015 it will not have suppliers who can provide references, however BGP will hold a wholesaler dealer license, WDA(H)43900.

Appendix 3 – Products Transferring to BGP Products Ltd. (Full Range)

**Arythmol
Brufen
Creon
Duphalac
Colofac
Faverin
Femoston
Froben
Gopten
Influvac
Klaricid
Lipantil
Mebeverine
Omacor
Physiotens
Securon
Serc
Supralip
Teveten
Zumenon**