



## 28th Annual J.P. Morgan Healthcare Conference

Eyal Desheh, Chief Financial Officer William S. Marth, President and CEO, Teva North America January 11<sup>th</sup> 2010



### Forward looking statements



TODAY'S PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS, INCLUDING, AMONG OTHER THINGS, REGARDING OUR EXPECTED PROFITABLE GROWTH, REVENUES, NET INCOME, THE DRIVERS AND CONTRIBUTORS OF THIS GROWTH, STRATEGY AND COMPETITIVE ADVANTAGES, WHICH EXPRESS THE CURRENT BELIEFS AND EXPECTATIONS OF MANAGEMENT, SUCH STATEMENTS ARE BASED ON MANAGEMENT'S CURRENT BELIEFS AND EXPECTATIONS AND INVOLVE A NUMBER OF KNOWN AND UNKNOWN RISKS AND UNCERTAINTIES THAT COULD CAUSE OUR FUTURE RESULTS. PERFORMANCE OR ACHIEVEMENTS TO DIFFER SIGNIFICANTLY FROM THE RESULTS, PERFORMANCE OR ACHIEVEMENTS EXPRESSED OR IMPLIED BY SUCH FORWARD-LOOKING STATEMENTS. IMPORTANT FACTORS THAT COULD CAUSE OR CONTRIBUTE TO SUCH DIFFERENCES INCLUDE RISKS RELATING TO: OUR ABILITY TO SUCCESSFULLY DEVELOP AND COMMERCIALIZE ADDITIONAL PHARMACEUTICAL PRODUCTS, THE INTRODUCTION OF COMPETING GENERIC EQUIVALENTS, THE EXTENT TO WHICH WE MAY OBTAIN U.S. MARKET EXCLUSIVITY FOR CERTAIN OF OUR NEW GENERIC PRODUCTS AND REGULATORY CHANGES THAT MAY PREVENT US FROM UTILIZING EXCLUSIVITY PERIODS, POTENTIAL LIABILITY FOR SALES OF GENERIC PRODUCTS PRIOR TO A FINAL RESOLUTION OF OUTSTANDING PATENT LITIGATION, INCLUDING THAT RELATING TO THE GENERIC VERSIONS OF NEURONTIN®, LOTREL®, PROTONIX® AND ELOXATIN®, THE CURRENT ECONOMIC CONDITIONS, COMPETITION FROM BRAND-NAME COMPANIES THAT ARE UNDER INCREASED PRESSURE TO COUNTER GENERIC PRODUCTS. OR COMPETITORS THAT SEEK TO DELAY THE INTRODUCTION OF GENERIC PRODUCTS. THE EFFECTS OF COMPETITION ON OUR INNOVATIVE PRODUCTS, ESPECIALLY COPAXONE® SALES, INCLUDING POTENTIAL ORAL AND GENERIC COMPETITION FOR COPAXONE®, DEPENDENCE ON THE EFFECTIVENESS OF OUR PATENTS AND OTHER PROTECTIONS FOR INNOVATIVE PRODUCTS, THE IMPACT OF CONSOLIDATION OF OUR DISTRIBUTORS AND CUSTOMERS, THE IMPACT OF PHARMACEUTICAL INDUSTRY REGULATION AND PENDING LEGISLATION THAT COULD AFFECT THE PHARMACEUTICAL INDUSTRY, OUR ABILITY TO ACHIEVE EXPECTED RESULTS THOUGH OUR INNOVATIVE R&D EFFORTS, THE DIFFICULTY OF PREDICTING U.S. FOOD AND DRUG ADMINISTRATION, EUROPEAN MEDICINES AGENCY AND OTHER REGULATORY AUTHORITY APPROVALS, THE UNCERTAINTY SURROUNDING THE LEGISLATIVE AND REGULATORY PATHWAY FOR THE REGISTRATION AND APPROVAL OF BIOTECHNOLOGY-BASED PRODUCTS, THE REGULATORY ENVIRONMENT AND CHANGES IN THE HEALTH POLICIES AND STRUCTURES OF VARIOUS COUNTRIES, SUPPLY INTERRUPTIONS OR DELAYS THAT COULD RESULT FROM THE COMPLEX MANUFACTURING OF OUR PRODUCTS AND OUR GLOBAL SUPPLY CHAIN, OUR ABILITY TO SUCCESSFULLY IDENTIFY, CONSUMMATE AND INTEGRATE ACQUISITIONS, THE POTENTIAL EXPOSURE TO PRODUCT LIABILITY CLAIMS TO THE EXTENT NOT COVERED BY INSURANCE, OUR EXPOSURE TO FLUCTUATIONS IN CURRENCY, EXCHANGE AND INTEREST RATES, SIGNIFICANT OPERATIONS WORLDWIDE THAT MAY BE ADVERSELY AFFECTED BY TERRORISM, POLITICAL OR ECONOMICAL INSTABILITY OR MAJOR HOSTILITIES, OUR ABILITY TO ENTER INTO PATENT LITIGATION SETTLEMENTS AND THE INTENSIFIED SCRUTINY BY THE U.S. GOVERNMENT, THE TERMINATION OR EXPIRATION OF GOVERNMENTAL PROGRAMS AND TAX BENEFITS, IMPAIRMENT OF INTANGIBLE ASSETS AND GOODWILL, ENVIRONMENTAL RISKS, AND OTHER FACTORS THAT ARE DISCUSSED IN THIS REPORT AND IN OUR OTHER FILINGS WITH THE U.S. SECURITIES AND EXCHANGE COMMISSION ("SEC").



## Non-GAAP financial measures



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TODAY'S PRESENTATIONS REFLECT NON-GAAP FINANCIAL MEASURES, INCLUDING OPERATING PROFIT, NET INCOME, EPS, OPERATING MARGIN, AND NET INCOME MARGIN, AND SHOULD NOT BE CONSIDERED REPLACEMENTS FOR GAAP RESULTS. WE PROVIDE SUCH NON-GAAP DATA BECAUSE MANAGEMENT BELIEVES THAT SUCH DATA PROVIDE USEFUL INFORMATION TO INVESTORS. HOWEVER, INVESTORS ARE CAUTIONED THAT, UNLIKE FINANCIAL MEASURES PREPARED IN ACCORDANCE WITH GAAP, NON-GAAP MEASURES MAY NOT BE COMPARABLE WITH THE CALCULATION OF SIMILAR MEASURES FOR OTHER COMPANIES. THE COMPARABLE GAAP MEASURES FOR 2008 AND RECONCILIATION BETWEEN OUR GAAP AND NON-GAAP RESULTS ARE AVAILABLE ON OUR WEBSITE AT WWW.TEVAPHARM.COM.

THE NON-GAAP MEASURES FOR YEARS 2009 – 2015 ARE FORWARD-LOOKING STATEMENTS FOR WHICH THE CORRESPONDING GAAP MEASURES ARE NOT AVAILABLE AND CANNOT BE PROVIDED WITHOUT UNDUE EFFORT BECAUSE WE ARE UNABLE TO ACCURATELY FORECAST INFORMATION RELATING TO NON-GAAP ADJUSTMENTS. WE BELIEVE THAT THE CORRESPONDING GAAP MEASURE IS NOT LIKELY TO BE SIGNIFICANT TO AN UNDERSTANDING OF OUR BUSINESS DUE TO THE VARIABILITY AND UNPREDICTABILITY OF OUR NON-GAAP ADJUSTMENTS. SUCH GAAP MEASURES MAY BE MATERIALLY DIFFERENT FROM SUCH FORWARD-LOOKING NON-GAAP MEASURES.

EXCEPT WHERE NOTED, THE 2009 DATA IN TODAY'S PRESENTATIONS ARE FIRST CALL CONSENSUS ESTIMATES OR OTHERWISE BASED ON ANALYST MODELS.



Two major topics



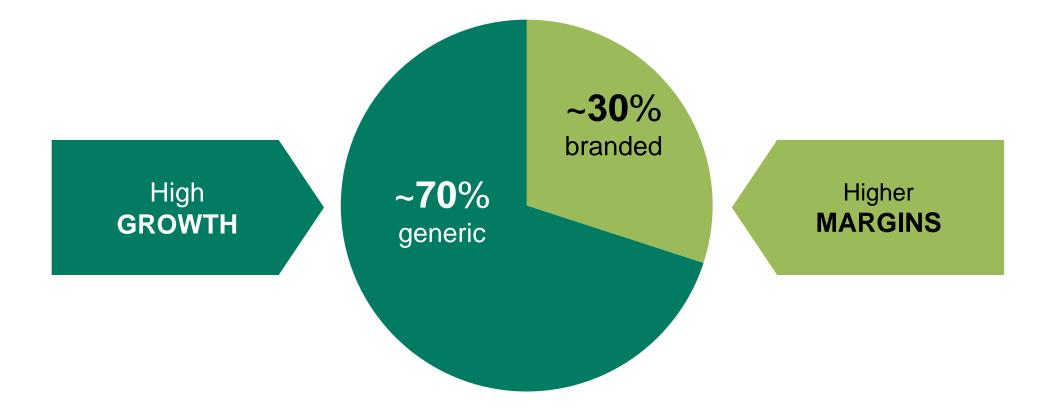
#### **GENERICS GROWTH**

#### **COPAXONE & TEVA'S BRANDED BUSINESS**



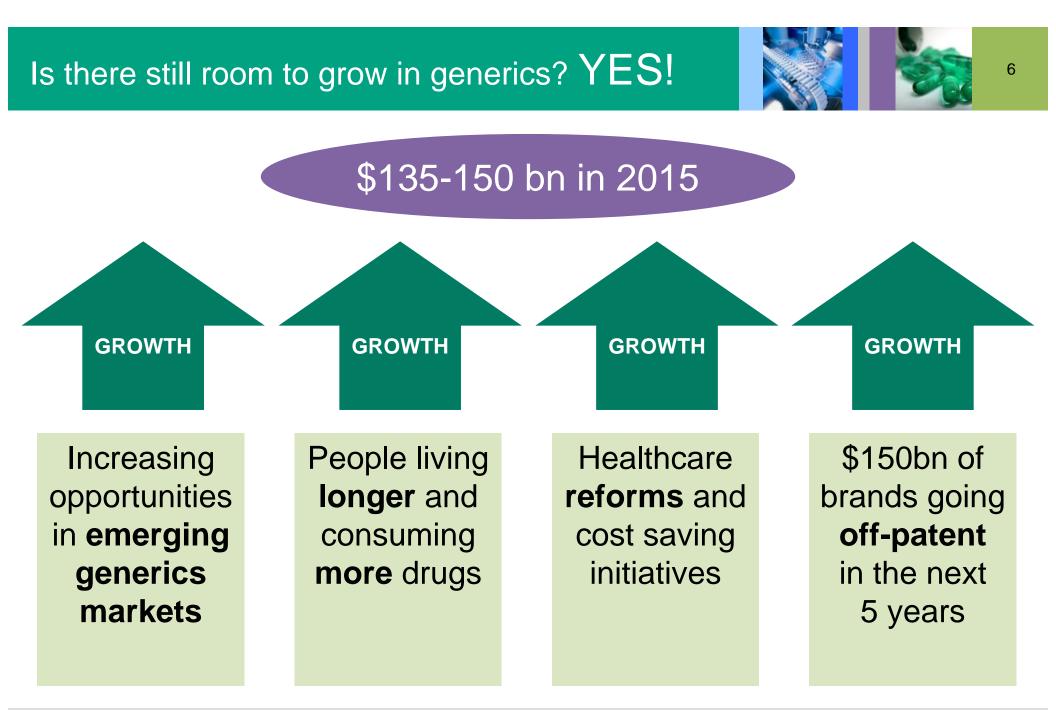
Balance between high-growth generics & higher-margin branded business





## **Diversity across:** BUSINESS UNITS, PRODUCTS, GEOGRAPHIES

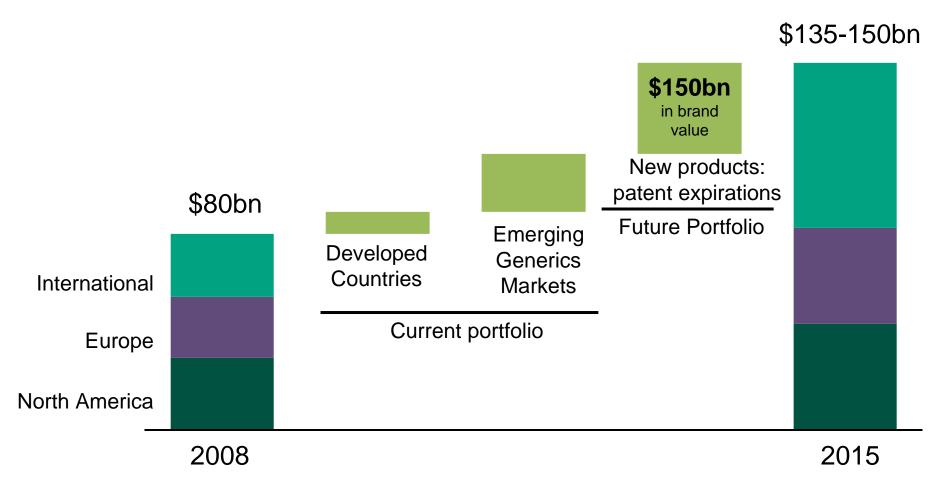


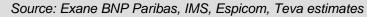




## Growing demand for generics





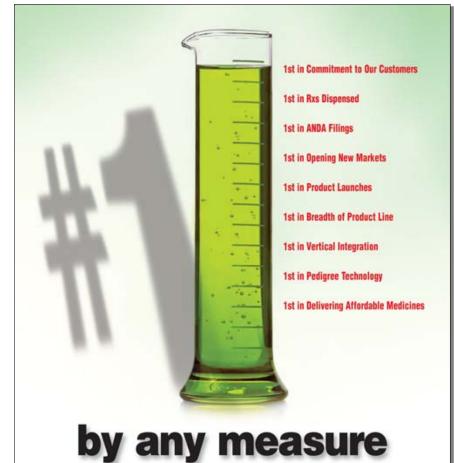




## #1 by any measure



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## Leadership in the U.S. Pharmaceutical Industry

	(000's)	Total Rx*	% Share
1	Teva	626,614	16.4
2	Mylan	331,807	8.7
3	Novartis	237,381	6.2
4	Watson	220,933	5.8
5	Pfizer	215,871	5.6
6	Apotex	107,384	2.8
7	Qualitest	95,968	2.5
8	Mallinckrodt	92,749	2.4
9	AstraZeneca	92,551	2.4
10	Lupin	86,611	2.3

\*12 months ended September 2009

 In MAT 3Q09, Teva continues to maintain its TRx and NRx market share lead within the industry

• Highest market share in the industry, with 16.4%, the next closest competitor (Mylan) at 8.7%.

• Teva continues to widen the gap between the competitors, growing from an 11.9% share in 2Q2007 to a 16.4% share in 3Q2009

Source: IMS Health September 2009 NPA



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## How we will get there: pipeline

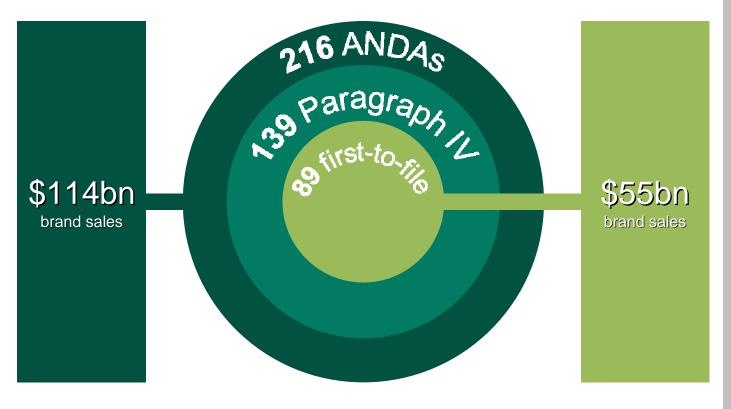


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#### Teva's scale provides unparalleled leverage

- \$500m R&D investment
- 1,000+ R&D staff
- Breadth of plants and technology

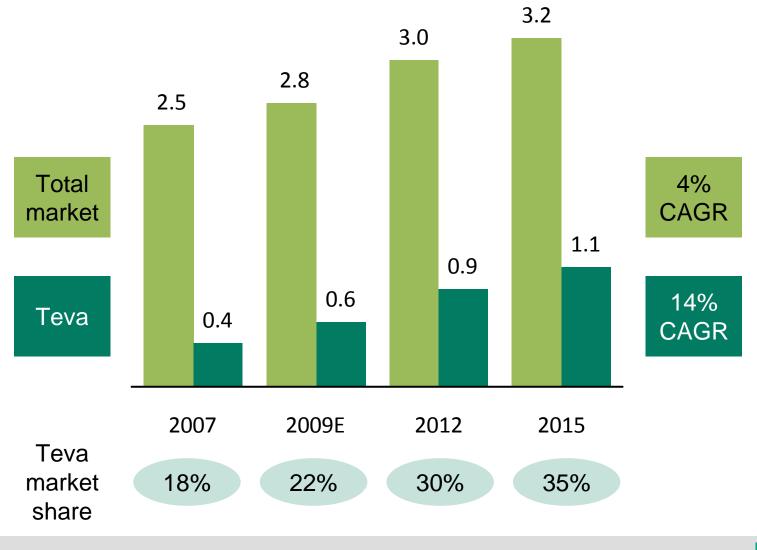




## Extending U.S. leadership to 35% market share



Number of GGx prescriptions, bn





## Why Europe?





## 0.5 bn people Aging population



Low generics penetration, but rapid generics penetration growth



Governments and payors are driving generics growth



## Core elements of Teva's European strategy





#### **Extend lead in UK, Italy and Netherlands**

- Expand 'big-to-big' relations
- Drive profitability through scale



#### Secure leadership market by market

- Build leadership in "Latin" and CEE markets
- Leverage Teva's assets in the largest EU market Germany



#### Invest to enhance our leadership

- Expand backward integration across portfolio
- Expand through acquisition where appropriate
- Further develop our BioGenerics platform for future growth



## On track to deliver our strategic targets

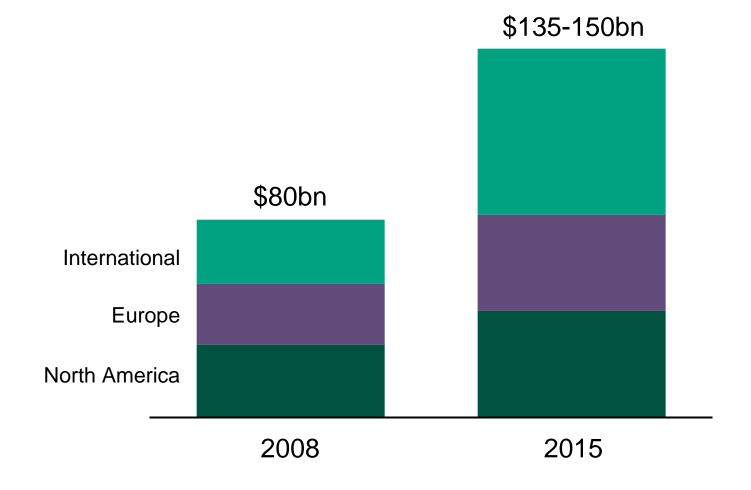


		2007	2008	2009	
	UK	No.1	No.1	No.1	Extended
Mature markets	Netherlands	No.1	No.1	No.1	leadership
	Germany			Top 5	
	Italy	No.1	No.1	No.1	
Emerging markets "Latin Europe"	France	тор 10	тор 10	Тор З	
	Spain		тор 10	Тор З	
	Hungary	тор 10	тор 10	Тор З	
Emerging markets "CEE"	Poland			Тор З	
	Czech Republic	тор 3	тор 3	Тор З	





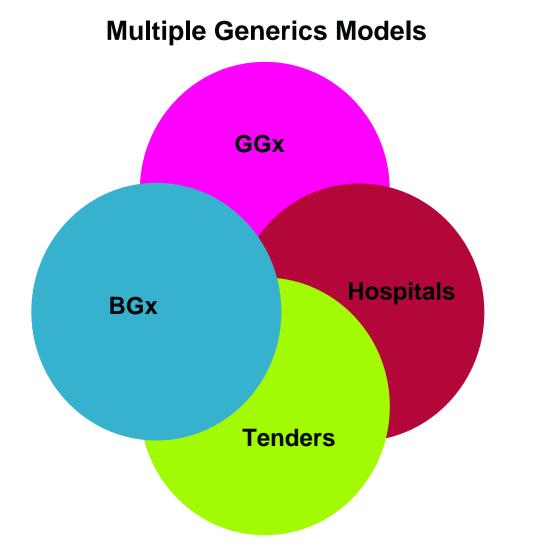
World-wide generics sales, \$bn





## The Teva Advantage crosses all models

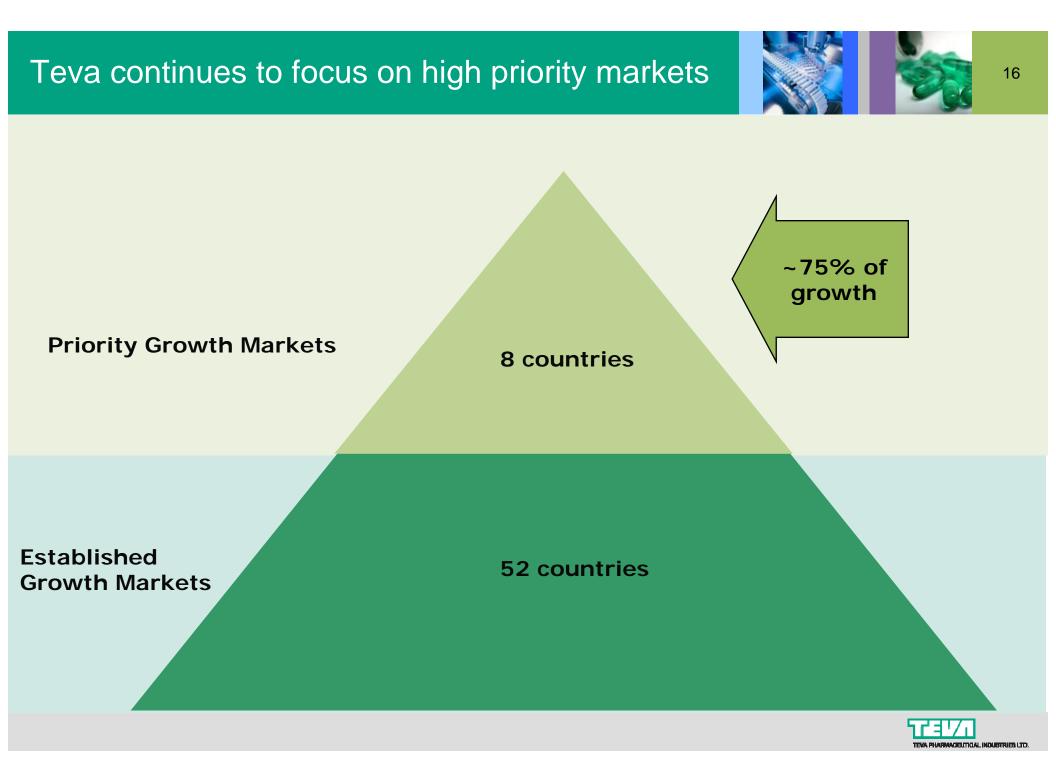






- >1,000 molecules
- Local market knowledge
- Government
  relationships
- Speed and agility
- High quality products
- Low cost manufacturing

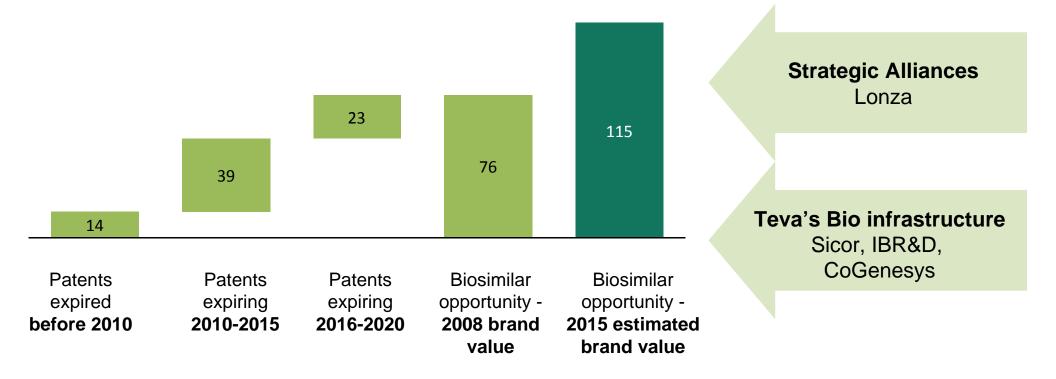




## Biosimilars: the future



#### 2008 worldwide sales of biologics, \$bn





## Copaxone®





## #1 global MS therapy



Complex product – R&D & manufacturing

Likely to require comprehensive clinical trials





Teva Branded – multifaceted approach & expertise







## Teva Branded – multifaceted approach & expertise





## Branded products and growth opportunities



	Marketed	End phase III 2009-2012	End phase III 2012-2015
Innovative	Copaxone <sup>®</sup> Multiple Sclerosis	Laquinimod – Oral Multiple Sclerosis (Phase III)	TV-1101 (OGX-011) Solid Tumors (Phase III)
	Azilect <sup>®</sup> Parkinson's	StemEx <sup>®</sup> – Hemato-oncological (Phase III)	DiaPep-277 – Type I Diabetes (Phase III)
Respiratory	(Phase III)		Talampanel – Glioblastoma (Phase II)
	ProAir <sup>™</sup> Inhaled short acting beta-mimetic	Pagoclone – Stuttering (Phase II)	Laquinimod – Crohn's disease (Phase II)
	Easi-Breathe products Asthma & COPD	Talampanel – ALS (Phase II)	CT-011 – Hemato-Oncological (Phase II)
Women's health	Seasonique <sup>®</sup> / LoSeasonique™ Contraception	2 Respiratory projects (undisclosed)	CT-011 – Solid Tumor Oncology (Phase II)
	Plan B <sup>®</sup> One-Step Emergency Contraception	BDP HFA Nasal – Respiratory (Phase III)	Laquinimod – Lupus (Phase I)
	ParaGard <sup>®</sup> Intrauterine Contraception	DR-103 – Contraception (Phase III)	TV-1390 – Multiple Sclerosis (Phase I)
	Enjuvia™ Hormone Therapy	Oxybutynin Vaginal Ring – Overactive Bladder (Phase III)	2 Respiratory projects (undisclosed)
Biologics	TEV-TROPIN <sup>®</sup> Growth Hormone Deficiency	Progesterone Vaginal Ring - Infertility (Phase III)	DR-1021 – Contraception (Phase III)
	TevaGrastim <sup>®</sup> Hematology	Neugranin – Hematology (Phase II)	2 MAbs (undisclosed)



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## Growth through market share



	2015 sales targets	2009-2015 CAGR	
North America	\$15bn	9.5%	
Europe	\$9bn	18.6%	
International	\$7bn	23.2%	
Total	\$31bn	14.3%	



## Strategy update: financial highlights



Sales and profits more than double	Sales CAGR – 14.3%; EPS CAGR – 13.4%
Financial strength	\$22 billion in cumulative cash flow
Controlling costs	Expense growth kept in check
External factors	FX environment – volatile and unpredictable



## Net income to reach ~\$6.8bn by 2015



		2008	2009E	2012	2015	<b>CAGR</b> '09-'15
\$bn	Sales	11.1	13.9	21.0 - 23.2	29.5 - 32.6	14.3%
	R&D	0.8	0.8	1.7 - 1.9	2.2 - 2.4	18.5%
	Operating profit	2.9	3.9	6.4 - 7.0	8.2 - 9.0	14.1%
	Net income	2.5	3.0	4.9 - 5.5	6.5 - 7.1	14.6%
	EPS	3.03	3.37	5.30 - 5.86	6.80 - 7.52	13.4%
% of sales	R&D	7%	6%	8%	7%	
	Operating profit	26%	28%	30%	28%	
	Net income	23%	22%	24%	22%	



## Acquisitions – Teva's approach



**Acquisitions & licensing** 

# Market share in attractive geographies

Niche specialty products

Strict criteria

Strategic fit

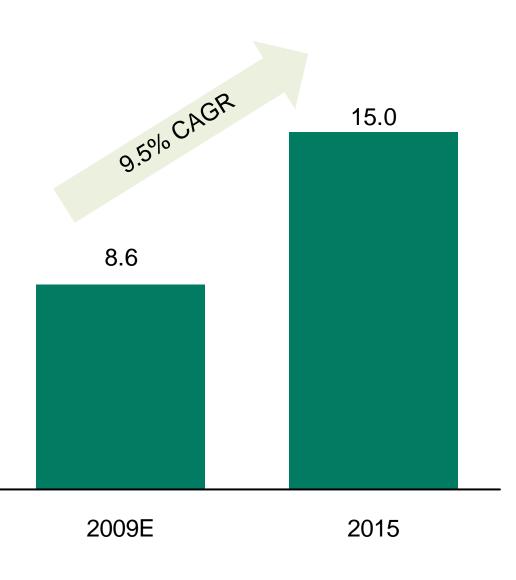
**Compelling economics** 

Accretive within one year



## Our North America goal

Sales targets, \$bn

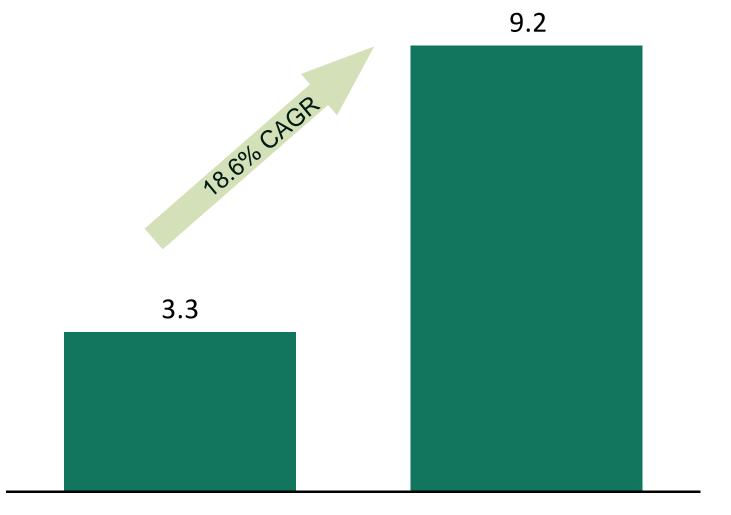




## Our European goal

Sales targets, \$bn





#### 2009E

2015

\* includes all business Teva has in Europe



## Our International markets goal International sales, \$bn 7.0 CAGR = 23% CAGR = 22% 2.0 1.0 0.3 2003 2006 2009E 2015

\* includes all business Teva has in International markets



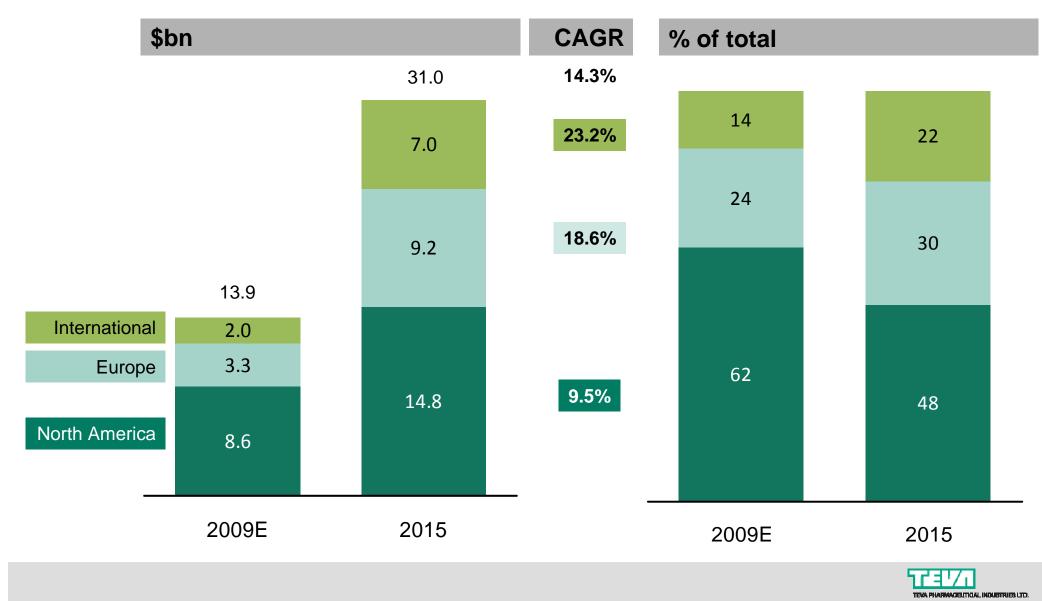
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## Geographic diversification of sales mix



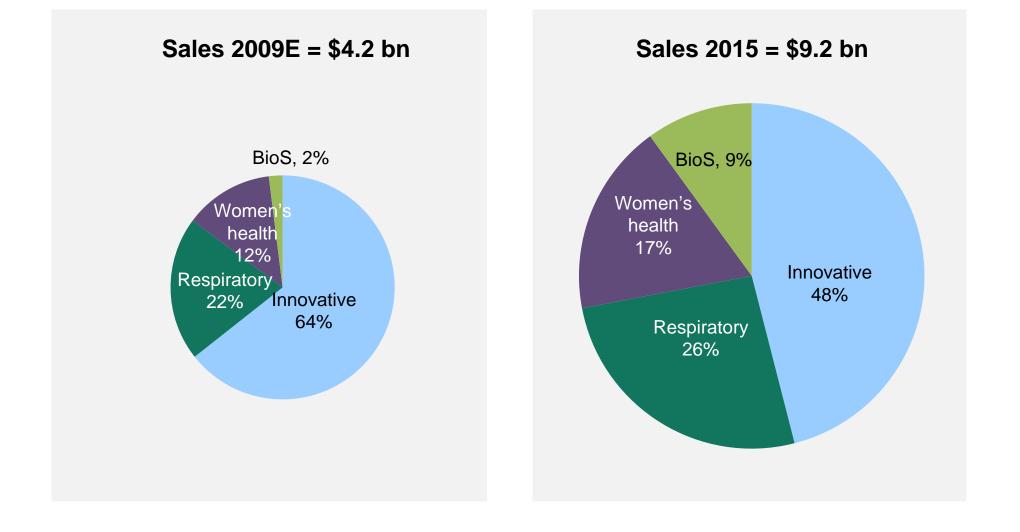
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#### Sales by geography



## Growth and balance within our branded business





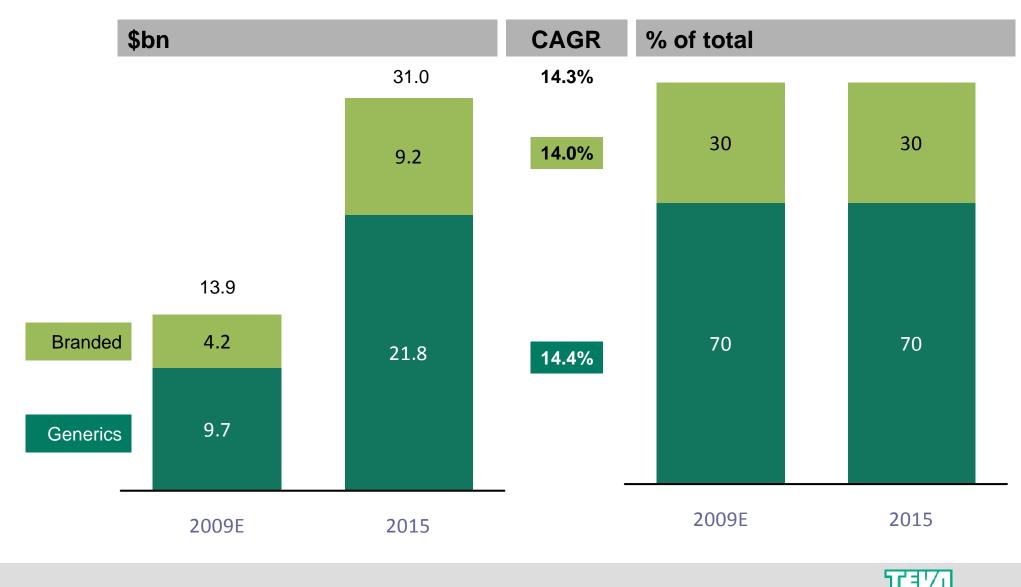


## Mix of generics and branded remains constant



EVA PHARMACIELITICAL INDUSTRIES LTD.

Sales



## Closing remarks



Continued strong and profitable sales and EPS growth

Solid financials with strong cash generation

Teva in 2015 will be more diversified and less dependent on a single product or geography

