

A conceptual image featuring a light blue handprint on a white background. The index finger of the hand is pointing upwards and holds a single white, oval-shaped pill. The word "MEDA" is rendered in large, bold, red 3D block letters, positioned across the palm of the hand. Several other white pills of various shapes and sizes are scattered on the palm area. The lighting creates soft shadows, giving the scene a three-dimensional appearance.

MEDA

Exhibit 1068
IPR2017-00807

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13,114

Group sales reached
SEK 13,114 million

3,734

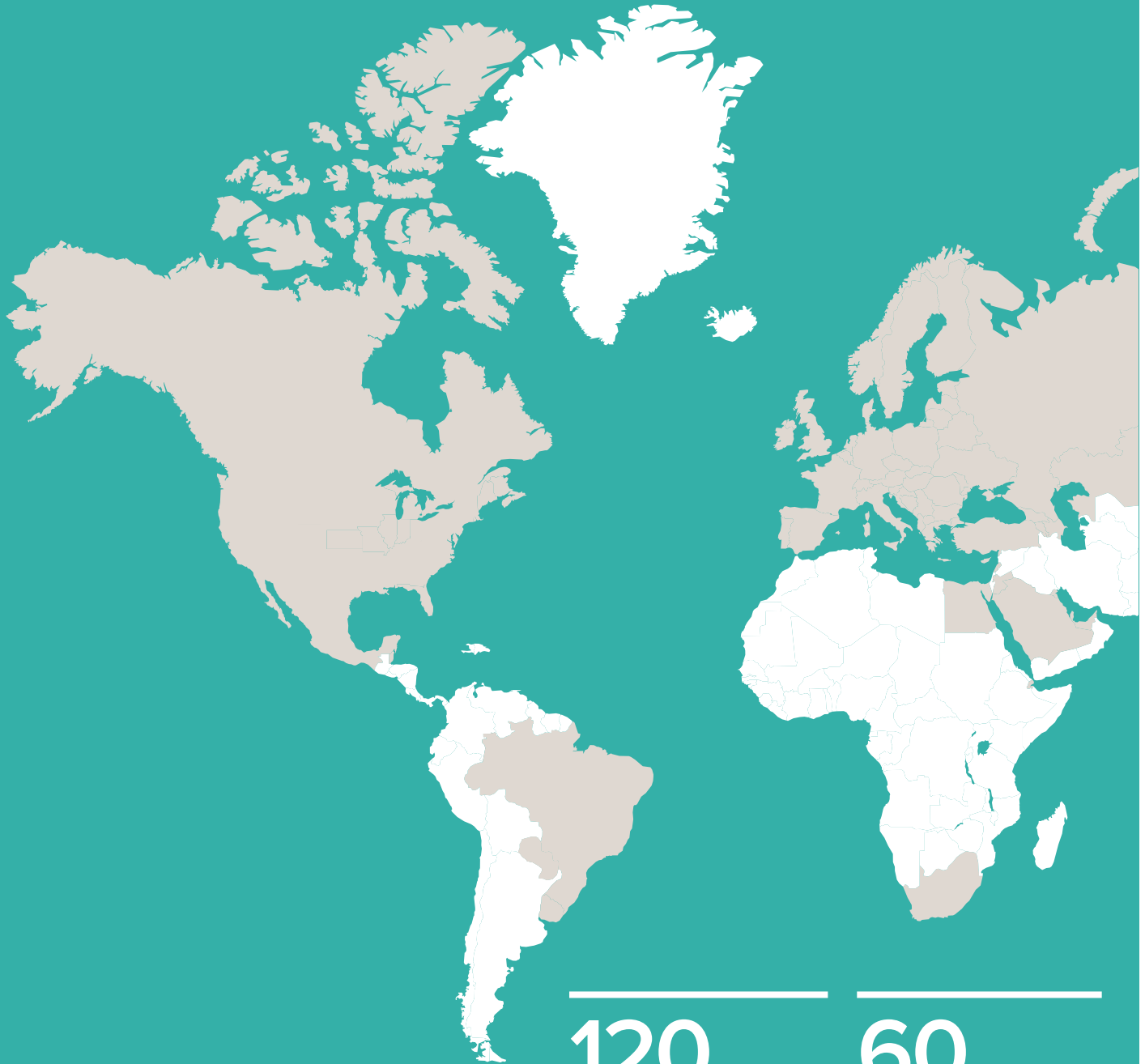
EBITDA amounted to
SEK 3,734 million

3,062

At the end of 2013, Meda
had 3,062 employees ...

1,914

... about 1,914 of whom
in sales and marketing



120

Our pharmaceuticals
are sold in more than
120 countries

60

Our sales organizations
are present in close to
60 countries

Meda in brief

Meda is a leading international specialty pharma company with a broad product portfolio and its own sales organization in close to 60 countries. Including the markets where distributors handle sales activities, Meda's products are sold in more than 120 countries. This means that Meda reaches 80% of the global pharmaceutical market. Measured in sales, Meda is the 48th largest pharmaceutical company and the 15th largest specialty pharma company in the world.

At the end of 2013 Meda had 3,062 (2,900) employees, 1,914 of which worked in sales and marketing. Over the past few years Meda's presence in growth markets has grown. The marketing organizations in these markets employ about 680 people.

Meda AB is the Group's parent company and the head office is in Solna, Sweden.

The concept of specialty pharma

There are various definitions of specialty pharma. In Meda's case it means the following:

The company has a specialized role in the value chain:

- A focus on sales and marketing
- No risky in-house drug research in early clinical phases

The company has specialist expertise in defined therapy areas:

- Respiratory and Dermatology
- Over-the-counter drugs (OTC)

The company offers niche products that meet particular medical needs:

- Comprehensive product portfolio in selected therapy areas
- Clear synergies in sales and marketing

Important events during 2013

Geographical expansion for the OTC portfolio	Increased therapeutic focus	Launch of new products	Strong, positive contribution from Emerging Markets	Acquisitions of Acton Pharmaceuticals with Aerospan and EB24
Product launches in new markets	Respiratory and Dermatology	Dymista (US and Europe) and Zyclara (Europe)	Good return on marketing investments	Aerospan is the only approved inhaler with a built-in spacer

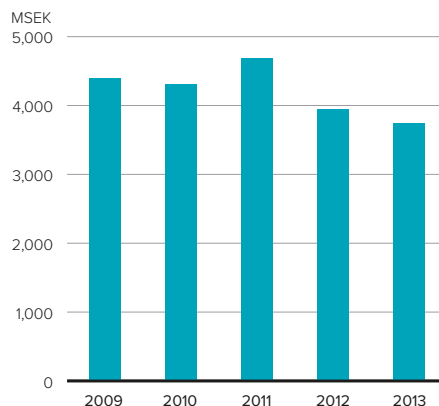
The year in figures

- Group sales amounted to SEK 13,114 million (12,991)
- Organic growth of 4%
- Free cash flow of SEK 2,688 million (2,672)
- Increased focus on the Respiratory therapy area and the OTC portfolio
- Operating profit of SEK 1,548 million (1,801)
- Profit after tax amounted to SEK 805 million (1,175)
- Earnings per share was SEK 2.67 (3.98)
- EBITDA amounted to SEK 3,734 million (3,945), equivalent to a margin of 28.5% (30.4)
- Proposed dividend per share SEK 2.50 (2.25)

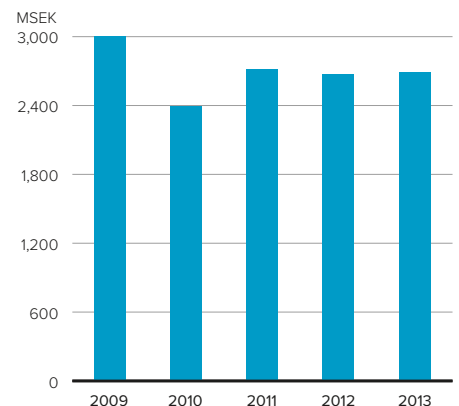
NET SALES



EBITDA



FREE CASH FLOW



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