Drug	Launch Date [2]	Years Since Launch							
		0	1	2	3	4	5	6	7
Fast-Acting									
Admelog Vial [3]	March 2018	25.7%	-	-	-	_	—	-	-
Apidra Vial [4]	January 2006	394.3%	113.7%	44.2%	63.0%	30.7%	65.0%	40.7%	16.6%
Apidra SoloSTAR	April 2009	65.4%	7.7%	13.6%	13.8%	17.8%	10.5%	4.5%	5.9%
Humalog Vial [5]	August 1996	-	-	-		-	1.5%	1.0%	0.4%
Humalog Pen [6]	December 1998	-	-	—	0.2%	0.2%	0.1%	0.3%	0.3%
Humalog KwikPen [7]	January 2008	37.0%	17.6%	10.9%	3.5%	1.4%	7.5%	5.8%	2.6%
Humalog Jr. KwikPen	September 2017	12.6%	0.1%	-	-	_	-	-	-
Humulin R KwikPen [8]	March 2016	7.2%	2.0%	0.7%	-	-	-	-	-
NovoLog Vial [9]	August 2001	32.6%	13.1%	9.7%	6.9%	3.1%	3.2%	7.2%	4.2%
NovoLog FlexPen	February 2003	9.1%	4.2%	2.4%	2.0%	1.4%	2.0%	0.9%	1.5%
Intermediate-Acting Humalog Pen Mix 75/25 Humalog Mix 75/25 Vial [10] Humalog Pen Mix 50/50 Humalog Mix 50/50 Vial [11] Humalog KwikPen 50/50 Humalog KwikPen 75/25 NovoLog FlexPen Mix 70/30 [12] NovoLog Mix 70/30 Vial [13]	February 2000 December 2000 February 2006 November 2006 January 2008 January 2008 September 2002 February 2003	- 93.8% 0.0% 12.1% 9.8% 0.0% 69.7%	- 5.7% 44.3% 0.0% 8.9% 6.1% 0.0% 39.8%	0.9% 0.6% 52.6% 0.0% 1.1% 2.3% 0.0% 24.6%	0.2% 0.9% 15.3% 5.0% 0.0% 0.6% 0.0% 11.8%	1.2% 3.5% 2.8% 7.8% 0.0% 1.1% 1.6% 11.0%	2.4% 2.4% 28.3% 7.2% 5.6% 2.4% 1.0% 17.4%	1.6% 11.1% - 6.6% 3.5% 2.4% 0.4% 6.9%	1.5% 8.2% 2.6% 1.9% 2.1% 1.4% 5.9%
Long-Acting									
Basaglar KwikPen [14]	December 2016	20.5%	5.6%	—		-	-	-	
Lantus Vial [15]	April 2001	-	19.6%	13.5%	9.9%	8.6%	8.6%	11.5%	6.3%
Lantus SoloSTAR	July 2007	10.9%	2.6%	3.0%	6.6%	2.1%	2.2%	2.5%	1.6%
Levemir FlexPen [16]	February 2006	0.1%	8.3%	6.0%	3.9%	2.3%	4.3%	4.1%	6.1%
Levemir Vial [17]	February 2006	387.3%	289.5%	189.1%	117.8%	37.7%	39.4%	31.4%	14.3%
Levemir FlexTouch	May 2014	7.9%	3.2%	0.4%	0.3%	0.2%	-	-	-

U.S. Marketing-to-Sales Ratios of Select Injectable Insulin Drug

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Toujeo SoloSTAR [18]	March 2015	124.5%	35.2%	19.4%	14.9%	—	—	-	-
Toujeo Max SoloSTAR [19]	April 2018	93.5%	-		-	-	-	-	-
Tresiba FlexTouch [20]	November 2015	92.0%	24.2%	14.7%	-	—	-	-	-

Source: IMS Health; "Levemir FlexPen to be Discontinued End of September," MPR, September 25, 2014, available at http://www.empr.com/news/levemir-flexpseptember/article/373723/, accessed on October 30, 2018.

Note:

- [1] Marketing data are only available for a subset of drugs in Exhibit 1. Marketing data are unavailable for all OptiClik products. Marketing is the sum of PROM and SAMPLES DOLLARS. PROMOTIONS DOLLARS EXC SAMPLES data span June 2002 through September 2018. SAMPLES DOLLARS data span J 2018. Data for first ten years after drug launch shown.
- [2] Launch date is defined as the first month of IMS data with non-zero sales or prescriptions. For drugs launched prior to January 2001, launch date is define variable in the IMS data.
- [3] Admelog Vial consists of drugs listed as "Admelog" in the marketing data.
- [4] Apidra Vial consists of drugs listed as "Apidra" and "Insulin Glulisine" in the marketing data.
- [5] Humalog Vial consists of drugs listed as "Humalog," "Insulin Lispro," and "Lispro" in the marketing data.
- [6] Humalog Pen consists of drugs listed as "Humalog Pen" and "Lispro Pen" in the marketing data.
- [7] Humalog KwikPen consists of drugs listed as "Humalog KwikPen" and "Humalog KwikPen 200 U" in the marketing data.
- [8] Humulin R KwikPen consists of drugs listed as "Humulin R U-500 KwikPen" in the marketing data.
- [9] NovoLog Vial consists of drugs listed as "NovoLog" and "Insulin Aspart" in the marketing data.
- [10] Humalog Mix 75/25 Vial consists of the drug listed as "Humalog Mix 75/25" in the marketing data.
- [11] Humalog Mix 50/50 Vial consists of the drug listed as "Humalog Mix 50/50" in the marketing data.
- [12] NovoLog FlexPen Mix 70/30 consists of drugs listed as "NovoLog Mix 70/30 FlexPen" and "NovoLog Mix FlexPen" in the marketing data.
- [13] NovoLog Mix 70/30 Vial consists of the drug listed as "NovoLog Mix 70/30" in the marketing data.
- [14] Basaglar KwikPen consists of the drug listed as "Basaglar" in the marketing data.
- [15] Lantus Vial consists of drugs listed as "Lantus" and "Insulin Glargine" in the marketing data.
- [16] Levemir FlexPen was discontinued in September 2014, the eighth year after launch. Data for Levemir FlexPen after September 2014 are excluded from this
- [17] Levemir Vial consists of drugs listed as "Levemir" and "Insulin Detemir" in the marketing data.
- [18] Toujeo SoloSTAR consists of drugs listed as "Toujeo" and "Toujeo SoloSTAR" in the marketing data.
- [19] Toujeo Max SoloSTAR consists of drugs listed as "Toujeo Max Solostar" in the marketing data.
- [20] Tresiba FlexTouch consists of drugs listed as "Tresiba," "Tresiba FlexTouch," and "Insulin Degludec" in the marketing data.

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