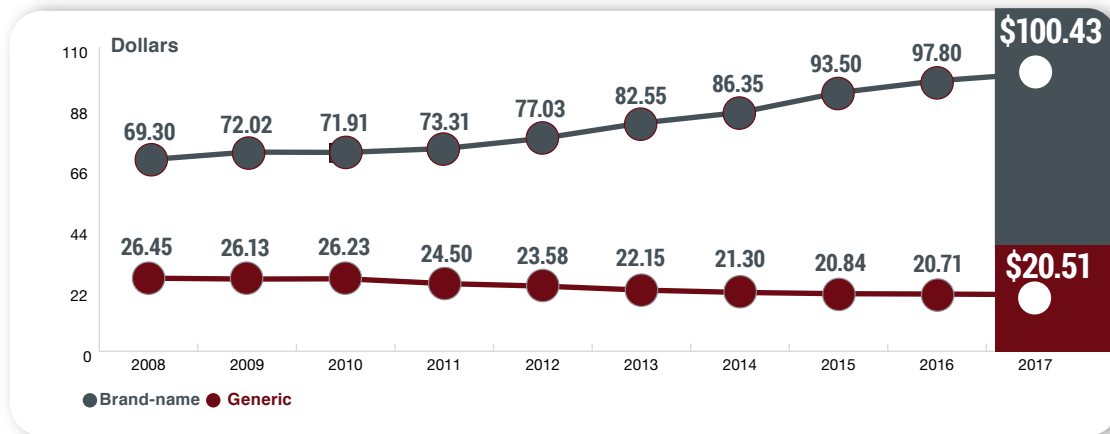


Ten Year Average Retail Price per Prescription Brand-Name versus Generic*



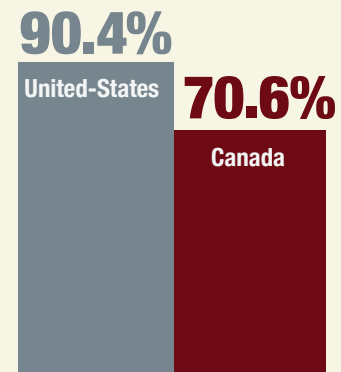
* Average retail price is based on total price of prescriptions (price of drug plus any mark-ups and professional dispensing fees) divided by estimated prescriptions dispensed in Canadian retail pharmacies (excludes hospitals; includes retail new and refills).

Savings for Patients and Drug Benefit Plans

- The use of generic medicines **saved** governments, employers and patients more than **22-billion dollars in 2017**.
- Generic drugs were **used to fill 70.6%** of all prescriptions.
- Generic drugs accounted for **only 21.8%** of the **\$27.5-billion** Canadians spent on prescription medicines.

Savings from Increased Use of Generics

- For every one percent increase in the use of generic medicine Canadians **will save an additional \$527-million**.
- In the United States, generics were **used to fill 90%** of all prescriptions.
- If the use of generic medicine in Canada were equal to the U.S. levels, Canadians would have **saved more than \$10-billion in 2017**.



Generic Market Penetration

Savings Available for Every One Percent Increase in the Use of Generic Drugs – 2017

| Province | Private Savings | Public Savings | Total Savings |
|------------------|-----------------|----------------|---------------|
| British Columbia | \$26,000,000 | \$15,700,000 | \$41,700,000 |
| Alberta | \$24,700,000 | \$21,300,000 | \$46,000,000 |
| Saskatchewan | \$7,200,000 | \$6,700,000 | \$13,900,000 |
| Manitoba | \$8,400,000 | \$7,100,000 | \$15,500,000 |
| Ontario | \$122,100,000 | \$89,900,000 | \$212,000,000 |
| Quebec | \$88,900,000 | \$72,700,000 | \$161,600,000 |
| New Brunswick | \$9,000,000 | \$3,700,000 | \$12,700,000 |
| Nova Scotia | \$9,200,000 | \$4,600,000 | \$13,800,000 |
| P.E.I. | \$1,000,000 | \$500,000 | \$1,500,000 |
| Newfoundland | \$5,200,000 | \$2,600,000 | \$7,800,000 |
| Canada | \$301,700,000 | \$224,800,000 | \$526,500,000 |



05/03/2018 Source: IQVIA

Source: CGPA calculations based on IQVIA data and CIHI public private market share.

Generic Medicine. Same Quality. Lower Price.