



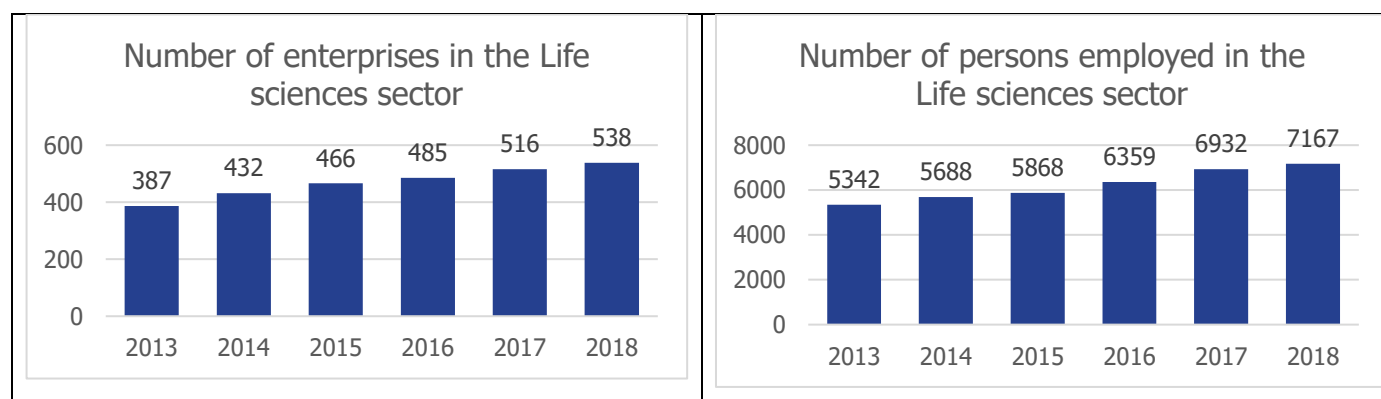
OVERVIEW

Production sold € 588.7 million (2019)*	Number of companies 538 (2019)	Exports of goods of Lithuanian origin € 386.1 million (2019)
Percentage of income in foreign markets 87% (2019)*	Number of persons employed 7,2 thousand (2018)	Number of patents 9 (2019)

Sources: Statistics Lithuania.

NUMBER OF COMPANIES AND EMPLOYEES

There were 538 companies operating in the Life sciences sector and around 7,2 thousand persons employed in 2018.



Source: Statistics Lithuania.

SALES

Sales	2014	2015	2016	2017	2018	2019
Total sales (million EUR)*	346.4	446.0	506.6	463.1	506.1	588.7
Sales in domestic market (million EUR)	42.6	41.5	43.7	59.1	68.5	77.7
Sales in foreign market (million EUR)	303.8	404.5	462.9	404.0	437.7	511.0
Share of foreign markets, %	87.7%	90.7%	91.4%	87.2%	86.5%	86.8%

Source: Statistics Lithuania.

Sales of products in the life sciences sector in 2019 amounted to a value of 0.6 billion EUR or 16.3% more than in 2018. Compared to 2015, sales of respective producers have increased by 32.0% or by an average of 7.2% annually. Approximately 90% of annual sales were generated in foreign markets.

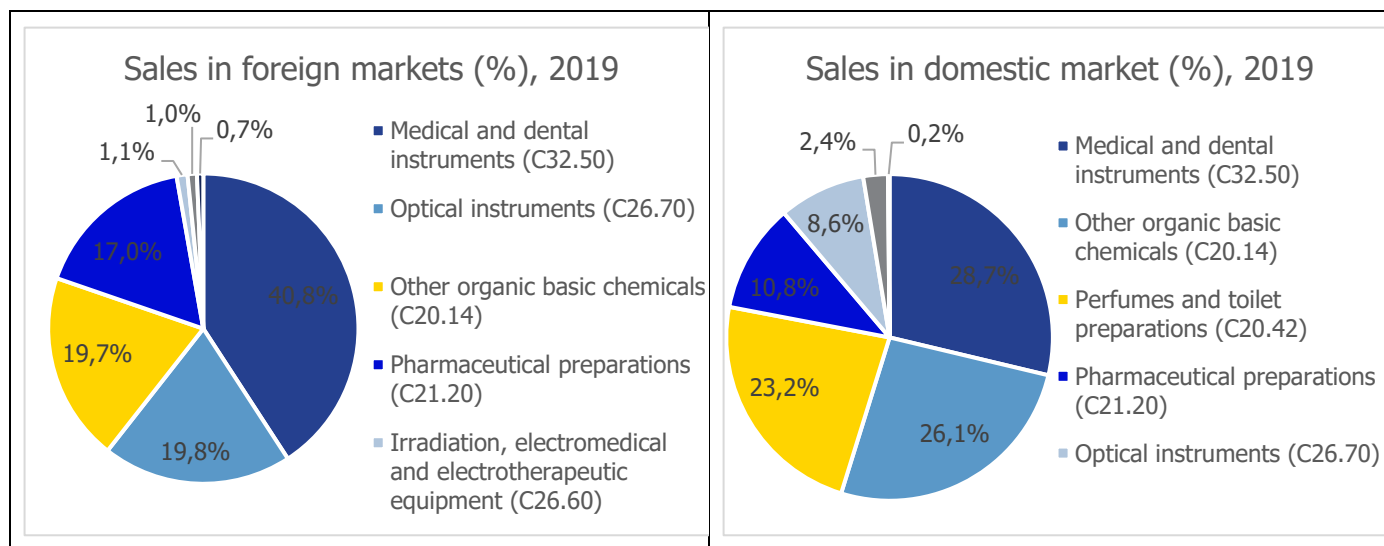
Comparing the subsectors only the perfumes and toilet preparations subsector is oriented towards domestic market, as their revenue from sales in foreign markets in 2019 accounted for only 21.5% of their total revenue. Other subsectors of the life sciences were more export-orientated and generated the most revenue (ranging from 63.8% to 97.9%) in foreign markets.

Share of sales in foreign market %	2014	2015	2016	2017	2018	2019
Total	87.7%	90.7%	91.4%	87.2%	86.5%	86.8%
Other organic basic chemicals (C20.14)	99.5%	99.7%	98.3%	79.8%	79.0%	83.2%
Perfumes and toilet preparations (C20.42)	2.5%	13.5%	5.2%	18.0%	20.8%	21.5%
Basic pharmaceutical products (C21.10)	100.0%	100.0%	100.0%	100.0%	71.3%	63.8%
Pharmaceutical preparations (C21.20)	90.2%	94.0%	95.7%	93.9%	92.0%	91.1%
Irradiation, electromedical and electrotherapeutic equipment (C26.60)	99.5%	98.1%	89.7%	98.7%	97.1%	97.9%
Optical instruments (C26.70)	83.6%	86.6%	87.6%	94.3%	95.0%	93.8%
Medical and dental instruments (C32.50)	89.2%	90.4%	91.3%	89.3%	89.6%	90.3%

*except M72.11

Source: Statistics Lithuania.

In 2019 the life sciences sector's revenues from the foreign markets amounted to 511.0 million EUR. The largest share of which was driven by the sales of medical and dental instruments (40.8%), and optical instruments (19.8%) and other organic basic chemicals (19.7%). At the same time sales in the domestic market were about 6.6 times smaller and amounted to a value of only 77.7 million EUR.



Source: Statistics Lithuania.

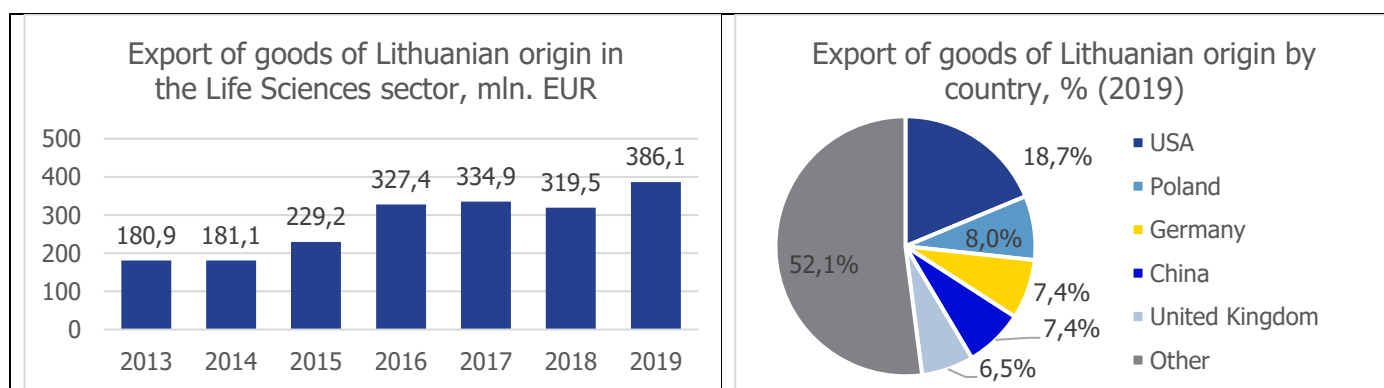
EXPORTS

In 2019 the life sciences sector's exports of goods of Lithuanian origin amounted to a value of 386.1 million EUR and this value has increased by 20.8% compared to 2018. While during the period of 2015-2019 exports of goods of Lithuanian origin increased by 68.5% (from 229.2 million EUR to 386.1 million EUR) or by an average of 13.9% annually.

The share of exports of the life sciences sector compared to the total exports of Lithuanian goods is relatively insignificant, however during the period of 2011 to 2019 this share has increased from 0.9% to 2.2%.

The geography of the exports markets in the life sciences goods is not well diversified. The largest exports markets of Lithuania's life sciences sector in 2019 - the USA (18.7%). The second largest market was Poland (8.0%). About 46.5% of the life sciences sector's exports in goods of Lithuanian origin went to EU countries - 179.6 million EUR out of 386.1 million EUR total exports. This share has slightly increased from 44.3% to 46.5% in 2019 compared to the previous year.

In 2019 the life sciences sector's exports of goods of Lithuanian origin comprised only 20.4% of the total goods exports. Re-exported goods dominate the market of exports in the life sciences sector. In 2019 re-exported goods in this sector amounted to a value of 1.5 billion EUR. Accordingly, 79.6% were re-exported and 20.4% were exports of goods of Lithuanian origin.

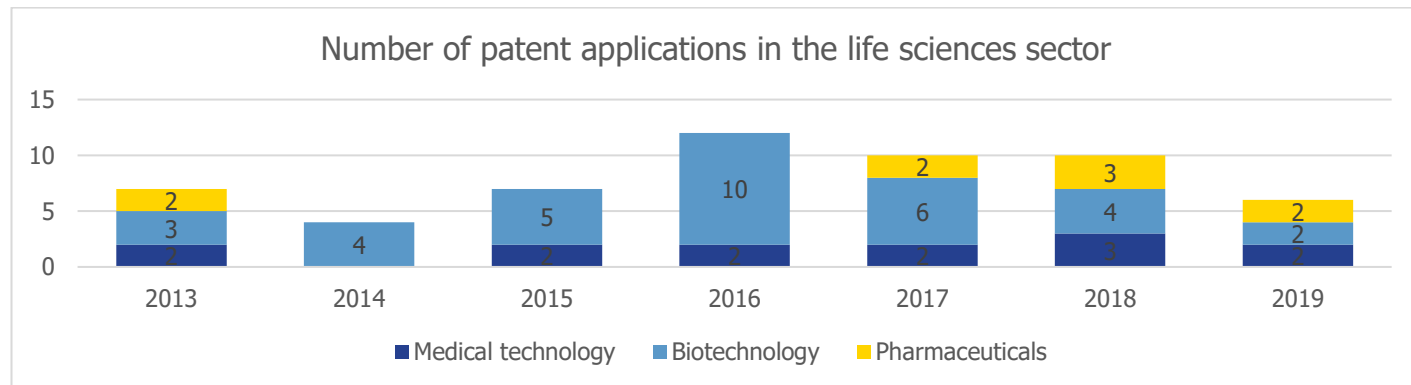


Source: Statistics Lithuania.



PATENTS

According to the European Patent Office, there were 6 Lithuanian patent applications in the life sciences sector in 2019. It accounted for 21.4% of the total number of European patents in Lithuania.



Source: European Patent Office.