INTRODUCING THE NEW ARC:
ABBOTT RECLOSEABLE CONTAINER AND LABEL SYSTEM

COMING IN 2017

Partnering with you to navigate the latest in nutrition therapy.
THE NEW ARC: ABBOTT RECLOSEABLE CONTAINER AND LABEL SYSTEM

In early 2017, Abbott Nutrition will begin transitioning its can product portfolio to the New ARC: Abbott Recloseable Container by Tetra Pak®.

MEETING EVOLVING CUSTOMER NEEDS

- In a focus group study, the ARC was preferred over metal cans by both healthcare professionals and patients.
- The ARC is easy to open and easy to use.
- The ARC has no sharp metal edges.
- The ARC helps preserve unfinished formula and reduces product waste.
- The ARC has a lower environmental impact than metal cans.
- BPA (Bisphenol-A) is not used in the manufacture of the ARC.
- The ARC case has a more efficient package shape which allows for fewer pallet configurations and streamlined pallet management.
- In transportation/distribution tests, the ARC sustained less damage compared to metal cans.

ARC: Abbott Recloseable Container by Tetra Pak®

Color-coded caloric density system designed to improve accuracy of use.

In collaboration with more than 300 healthcare professionals, Abbott Nutrition developed a new label design and system across its entire product line to make it easier to identify Abbott products and quickly locate nutritional information and benefits.
Packaging and Label Enhancement Scope:

The chart below illustrates the full scope of the New ARC: Abbott Recloseable Container transition.

<table>
<thead>
<tr>
<th>PACKAGE TYPE</th>
<th>PACKAGING CHANGES</th>
<th>LABEL CHANGES</th>
<th>NEW PRODUCT CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Institutional Adult All Cans</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Institutional Ensure Clear*</td>
<td>✓</td>
<td>No Change</td>
<td>✓</td>
</tr>
<tr>
<td>Institutional Ready-To-Hang Prefilled Enteral Feeding Containers</td>
<td>No Change</td>
<td>✓</td>
<td>No Change</td>
</tr>
<tr>
<td>Institutional Ensure Bottles**</td>
<td>No Change</td>
<td>No Change</td>
<td>No Change</td>
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* Moving from 6.8 oz to 8 oz
**Includes Ensure Enlive, Plus, Original, High Protein and Compact

Communications and Product Rollout Schedule:

The New ARC: Abbott Recloseable Container product transition will be phased over a 6-month period, it is estimated to begin the second half of Q1 2017 and conclude in the first half of Q3 2017. We recognize that our customers and distributor partners play a vital role in making this a smooth and efficient transition. We have activated dedicated resources to help in developing specific implementation plans, and we will provide you with ongoing information and tools to support you and your team in the coming months.

<table>
<thead>
<tr>
<th>AWARENESS</th>
<th>READINESS</th>
<th>IMPLEMENTATION</th>
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</thead>
<tbody>
<tr>
<td>• Begin Joint Transition Planning</td>
<td></td>
<td>• In-Service with Nurse Educators, Nursing and RDs</td>
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AT ABBOTT, WE CONTINUALLY STRIVE TO STRENGTHEN OUR ENGAGEMENT...

...With Healthcare Professionals and Institutional Customers to Help Them Practice State-of-the-Art Nutrition Therapy.

...With Patients to Gain Insights to Better Understand Their Needs and Provide Nutrition Solutions that Matter.

...With Distributor Partners to Help Them Consistently Deliver Quality Products.

Because we understand the tremendous value of consistent and transparent communications with our partners, we are pleased to announce a new communications initiative:

Through the Engage communications initiative, we will activate communications across multiple channels to assure consistent delivery of the right information at the right time.

Partnering with You to Assure a Smooth Transition

• We recognize that our customers and distributor partners play a vital role in making this a smooth and efficient transition.
• We have activated dedicated resources to help in developing specific implementation plans.
• We will provide you with ongoing information and tools to support you in the coming months.

Contact your Abbott Therapeutic Nutrition sales representative to learn more or contact customer service at 1-800-551-5838.