



The Cream of the Crop

Top 10 Pharmaceutical Companies in 2003 (all amounts in US\$ billions)

| Rank | Company | Global pharma sales (change from 2002) | R&D spend | Headquarters | Top-selling products |
|------|----------------------------------|---|-----------|----------------------------------|--|
| 1 | Pfizer | 39.631 (40%) | 7.13 | New York, NY, US | Lipitor (9.23) Norvasc (4.33) Zoloft (3.11) |
| 2 | GlaxoSmithKline | 29.817 (5%) | 4.54 | London, England, UK | Advair (3.63) Paxil (3.07) Avandia (1.52) |
| 3 | Merck Frosst | 22.485 (5%) | 3.17 | Whitehouse Station, NJ, US | Zocor (5.00) Fosamax (2.70) Vioxx (2.50) |
| 4 | Johnson & Johnson | 19.500 (13.8%) | 4.68 | New Brunswick, NJ, US | Procrit (3.98) Risperdal (2.51) Remicade (1.72) |
| 5 | Aventis Pharma | 18.990 (-4.5%) | 3.23 | Strasbourg, France | Allegra (1.96) Lovenox (1.87) Taxotere (1.54) |
| 6 | AstraZeneca | 18.849 (5%) | 3.45 | London, England, UK | Nexium (3.3) Prilosec (2.56) Seroquel (1.48) |
| 7 | Novartis | 16.020 (18%) | 3.07 | Basel, Switzerland | Diovan (2.42) Gleevec (1.12) Neoral (1.02) |
| 8 | Bristol-Myers Squibb | 14.925 (1%) | 2.27 | New York, NY, US | Pravachol (2.82) Plavix (2.46) Taxol (934 million) |
| 9 | Wyeth | 12.622 (7.5) | 2.09 | Madison, NJ, US | Effexor (2.71) Protonix (1.49) Premarin (1.27) |
| 10 | Eli Lilly | 12.582 (13.5%) | 2.35 | Indianapolis, IN, US | Zyprexa (4.28) Humulin (1.06) Humalog (1.02) |

Source: Pharm Exec 50. Pharmaceutical Executive. May 2004:62.

Top 10 Products in 2003 (all amounts in US\$)

| Rank | Product | Maker | 2003 sales |
|------|---------------------------------|---------------------|------------|
| 1 | Lipitor (atorvastatin) | Pfizer | 9.23 |
| 2 | Zocor (simvastatin) | Merck Frosst | 5.00 |
| 3 | Norvasc (amlodipine) | Pfizer | 4.33 |
| 4 | Zyprexa (olanzapine) | Eli Lilly | 4.28 |
| 5 | Procrit (epoetin alpha) | Johnson & Johnson | 3.98 |
| 6 | Advair (fluticasone/salmeterol) | GlaxoSmithKline | 3.63 |
| 7 | Nexium (esomeprazole) | AstraZeneca | 3.30 |
| 8 | Prevacid (lansoprazole) | Takeda/Abbott (TAP) | 3.19 |
| 9 | Zoloft (sertraline) | Pfizer | 3.11 |
| 10 | Paxil (paroxetine) | GlaxoSmithKline | 3.07 |

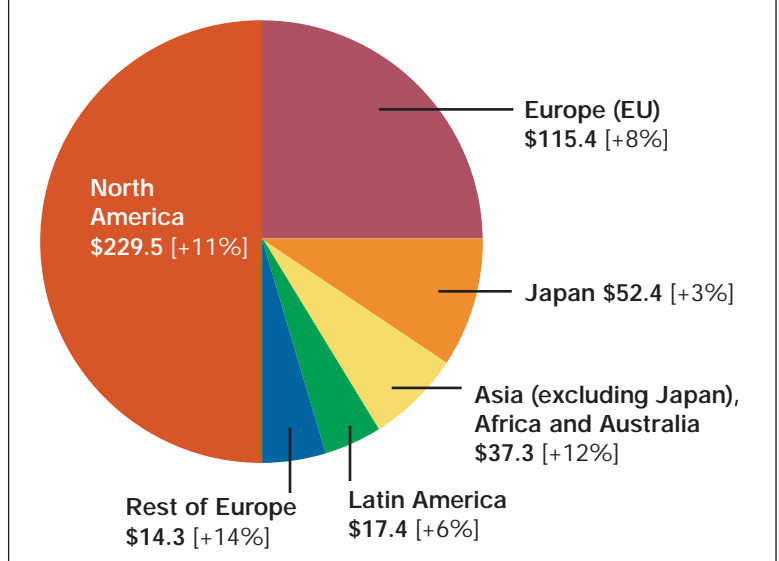
Source: Pharm Exec 50. Pharmaceutical Executive. May 2004:63.

Top 10 Movers 2002-2003 (fastest growing companies based on sales increases)

| Rank | Company | Growth |
|------|----------------|--------|
| 1 | Amgen | 57% |
| 2 | Schwarz Pharma | 55% |
| 3 | Chiron | 45% |
| 4 | Pfizer | 40% |
| 5 | Forest Labs | 40% |
| 6 | King | 38% |
| 7 | Genzyme | 32% |
| 8 | Serono | 31% |
| 9 | Teva | 30% |
| 10 | Allergan | 26% |

Source: Pharm Exec 50. Pharmaceutical Executive. May 2004:63.

2003 Global Pharmaceutical Sales by Region (in US\$ billion with per cent change from 2002)



Source: Pharm Exec 50. Pharmaceutical Executive. May 2004:64.