

# The 2001 Top 10 Companies

The top 10 companies each had sales of more than \$11 billion. Together, they generated \$172 billion in global sales, more than 59% of the total for all 50 companies. They also marketed a combined total of 23 products that brought in more than \$1 billion each.

## 1. Pfizer

### 2001 Worldwide Pharma Sales

\$25.5 billion

### 2001 R&D Spend

\$4.8 billion

### 2000-2001 Pharma Growth

13%

### Headquarters

New York, New York, USA

### 2001 Top-Selling Products

- Lipitor \$6.45 billion
- Norvasc \$3.58 billion
- Zolof \$2.34 billion

### Key Developments

- \$294 million global R&D headquarters opened in Connecticut
- Funded AIDS clinic in Uganda
- Collaborated with state of Florida to benefit Medicaid patients

[www.pfizer.com](http://www.pfizer.com)

## 2. GlaxoSmithKline

### 2001 Worldwide Pharma Sales

\$24.8 billion

### 2001 R&D Spend

\$3.8 billion

### 2000-2001 Pharma Growth

12%

### Headquarters

London, England

### 2001 Top-Selling Products

- Paxil \$2.68 billion
- Augmentin \$2.05 billion
- Flovent \$1.32 billion

### Key Developments

- Acquired Block Drug
- Joint venture with Shionogi
- Study showed Malarone highly effective against malaria

[www.gsk.com](http://www.gsk.com)

## 3. Merck

### 2001 Worldwide Pharma Sales

\$21.35 billion

### 2001 R&D Spend

\$2.4 billion

### 2000-2001 Pharma Growth

5%

### Headquarters

Whitehouse Station, New Jersey, USA

### 2001 Top-Selling Products

- Zocor \$6.6 billion
- Vioxx \$2.5 billion
- Cozaar \$1.9 billion

### Key Developments

- Acquired Rosett Inpharmatics
- Broke ground on a Boston research facility
- Study showed Zocor reduces risk of heart attack

[www.merck.com](http://www.merck.com)

## 4. AstraZeneca

### 2001 Worldwide Pharma Sales

\$16.48 billion

### 2001 R&D Spend

\$2.7 billion

### 2000-2001 Pharma Growth

8%

### Headquarters

London, England

### 2001 Top-Selling Products

- Prilosec \$5.68 billion
- Zestril \$1.1 billion
- Pulmicort \$1.9 billion

### Key Developments

- Clinical Trials showed Nexium more effective than Lansoprazole for esophagitis
- Opened \$100 million pharmaceutical plant in China
- Study showed Casodex decreases rate of prostate disease progression

[www.astrazeneca.com](http://www.astrazeneca.com)

## 5. Bristol-Myers Squibb

### 2001 Worldwide Pharma Sales

\$ 15.6 billion

### 2001 R&D Spend

\$ 1.9 billion

### 2000-2001 Pharma Growth

6%

### Headquarters

New York, New York, USA

### 2001 Top-Selling Products

- Glucophage \$2.6 billion
- Pravachol \$2.1 billion
- Plavix \$1.3 billion

### Key Developments

- Acquired DuPont Pharmaceuticals
- Study showed Irbesartan protects against kidney disease
- Opened the Bristol-Myers Squibb Children's Hospital in New Jersey

[www.bms.com](http://www.bms.com)

## 6. Aventis

### 2001 Worldwide Pharma Sales

\$ 15.35 billion

### 2001 R&D Spend

\$3.03 billion

### 2000-2001 Pharma Growth

15%

### Headquarters

Strasbourg, France

### 2001 Top-Selling Products

- Allegra \$1.5 billion
- Lovenox \$1.2 billion
- Taxotere \$874 million

### Key Developments

- Divested CropScience and animal nutrition units
- Launched Lantus in US and Ketek in Europe
- Vaccine business grew 28%

[www.aventis.com](http://www.aventis.com)

## 7. Johnson & Johnson

### 2001 Worldwide Pharma Sales

\$14.9 billion

### 2001 R&D Spend

\$1.1 billion

### 2000-2001 Pharma Growth

19%

### Headquarters

New Brunswick, New Jersey, USA

### 2001 Top-Selling Products

- Procrit \$3.43 billion
- Risperdal \$1.84 billion
- Levaquin \$1.05 billion

### Key Developments

- Reminyl, for Alzheimers, approved
- Ortho, Evra, the first birth control patch, approved
- \$12.3 billion merger with Alza

[www.jnj.com](http://www.jnj.com)

## 8. Novartis

### 2001 Worldwide Pharma Sales

\$14.5 billion

### 2001 R&D Spend

\$2.2 billion

### 2000-2001 Pharma Growth

15%

### Headquarters

Basel, Switzerland

### 2001 Top-Selling Products

- Diovan \$1.12 billion
- Sandimmun \$1.09 billion
- Cibacen \$906 million

### Key Developments

- Gleevec approved
- Four US drug approvals, 15 approvals worldwide
- Visudyne approved in 35 countries

[www.novartis.com](http://www.novartis.com)

## 9. Pharmacia

### 2001 Worldwide Pharma Sales

\$ 11.97 billion

### 2001 R&D Spend

\$ 2.07 billion

### 2000-2001 Pharma Growth

11%

### Headquarters

Peapack, New Jersey, USA

### 2001 Top-Selling Products

- Celebrex \$3.1 billion
- Ambien \$902 million
- Xalatan \$818 million

### Key Developments

- FDA approved Bextra and EMEA approved Dybastatx
- Licensed CDP-870, a new treatment for rheumatoid arthritis, from CellTech, and Deramciclane (Orion) for generalized anxiety

[www.pharmacia.com](http://www.pharmacia.com)

## 10. Lilly

### 2001 Worldwide Pharma Sales

\$ 11.54 billion

### 2001 R&D Spend

\$ 2.2 billion

### 2000-2001 Pharma Growth

6%

### Headquarters

Indianapolis, Indiana, USA

### 2001 Top-Selling Products

- Zyprexa \$3.09 billion
- Fluoxetine \$1.9 billion
- Gemzar \$722 million

### Key Developments

- Prozac lost patent exclusivity
- Xigris approved and launched, with sales of \$35 million in first six months
- Zyprexa sales grew 31 per cent

[www.lilly.com](http://www.lilly.com)

CPM

Source: Pharmaceutical Executive, May 2002  
All figures in US dollars

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Toronto - Tel: 416-516-3524  
Montreal - Tel: 450-424-0788

email: [info@pangaea-consultants.com](mailto:info@pangaea-consultants.com)  
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