

THE WORLDS TOP 100 PHARMA COMPANIES BY DRUG SALES (\$M)

COMPANY	PHARMA SALES (\$M) 2016	CHANGE FROM 2015	RANK 2016 (2015)	COMPANY	PHARMA SALES (\$M) 2016	CHANGE FROM 2015	RANK 2016 (2015)
Pfizer¹	49,417.0	8.7%	1 (1)	Merck KGaA⁸	7,584.1	-1.4%	26 (26)
Novartis²	42,706.0	-1.6%	2 (2)	Otsuka Pharmaceutical	6,923.1	-13.8%	27 (25)
Roche	39,693.8	2.3%	3 (3)	Valeant Pharmaceuticals⁹	6,437.0	-10.8%	28 (27)
Merck & Co³	35,151.0	-2.8%	4 (4)	CSL	5,909.0	5.0%	29 (29)
Sanofi	33,767.4	-0.5%	5 (5)	Eisai	4,873.7	7.7%	30 (30)
Johnson & Johnson	33,464.0	6.5%	6 (7)	Sun Pharmaceutical	4,505.3	9.8%	31 (32)
Gilead Sciences	29,953.0	-6.8%	7 (6)	Servier	4,425.0	2.2%	32 (31)
GlaxoSmithKline	27,961.2	2.5%	8 (8)	UCB	4,268.4	9.5%	33 (33)
AbbVie	25,638.0	12.2%	9 (10)	Endo International	4,010.3	22.7%	34 (37)
Teva	21,903.0	11.5%	10 (12)	Mitsubishi Tanabe Pharma	3,898.0	10.3%	35 (36)
Amgen	21,892.0	4.5%	11 (11)	Abbott Laboratories¹⁰	3,859.0	3.7%	36 (34)
AstraZeneca	21,319.0	-9.8%	12 (9)	Menarini	3,527.0	-4.4%	37 (35)
Bayer	18,166.5	19.1%	13 (15)	Dainippon Sumitomo Pharma	3,383.4	13.5%	38 (38)
Eli Lilly	18,064.0	13.1%	14 (14)	Regeneron Pharmaceuticals	3,338.4	24.1%	39 (41)
Bristol-Myers Squibb⁴	17,702.0	26.0%	15 (17)	Alexion Pharmaceuticals¹¹	3,082.0	18.4%	40 (42)
Novo Nordisk	16,610.0	3.4%	16 (13)	Mallinckrodt¹²	3,018.1	5.0%	41 (39)
Takeda	14,433.0	-3.3%	17 (16)	Fresenius Kabi¹³	2,800.2	3.9%	42 (40)
Allergan⁵	13,348.0	10.8%	18 (19)	Actelion¹⁴	2,448.5	15.4%	43 (47)
Boehringer Ingelheim⁶	13,316.2	7.1%	19 (18)	Kyowa Hakko Kirin	2,420.7	4.9%	44 (44)
Astellas	12,620.7	11.3%	20 (20)	Lupin¹⁵	2,370.0	32.1%	45 (51)
Biogen Idec	11,448.8	24.6%	21 (22)	STADA	2,367.0	0.8%	46 (43)
Celgene	11,184.6	22.1%	22 (23)	Lundbeck	2,323.2	7.0%	47 (46)
Mylan	10,967.1	17.1%	23 (21)	Baxter International¹⁶	2,245.0	-2.3%	48 (45)
Shire⁷	10,885.8	78.5%	24 (28)	Dr Reddy's	2,096.2	11.5%	49 (50)
Daiichi Sankyo	8,781.4	7.8%	25 (24)	Cipla	1,998.4	1.9%	50 (49)

¹Excludes \$3.407bn in OTC drugs

²Innovative Pharma plus Sandoz

³Excludes Animal Health, Healthcare Services and Consumer Care

⁴Boosted by Opdivo sales

⁵Includes 7 months of revenue from generics business sold to Teva: Excludes sales of fillers and breast Implants

⁶Prescription Medicines division

⁷Acquisition of Baxalta

⁸Healthcare segment

⁹Excludes OTC

¹⁰Established Pharmaceuticals

¹¹\$2843m revenue are Soliris

¹²Excludes oxycodone and hydrocodone API

¹³IV drugs

¹⁴Before acquisition by J&J

¹⁵Excludes API sales

¹⁶Hospital products, Integrated Pharmacy Solutions

COMPANY	PHARMA SALES (\$M) 2016	CHANGE FROM 2015	RANK 2016 (2015)
Ono Pharmaceutical¹⁷	1,970.3	37.7%	51 (60)
Hikma Pharmaceuticals¹⁸	1,950.0	35.4%	52 (58)
Ferring	1,900.0	-4.9%	53 (48)
Chiesi	1,738.0	6.7%	54 (52)
Santen Pharmaceutical	1,686.8	12.5%	55 (56)
Vertex Pharmaceuticals¹⁹	1,683.6	68.3%	56 (83)
Apotex²⁰	1,600.0	2.2%	57 (55)
United Therapeutics	1,598.8	9.1%	58 (57)
Shanghai Fosun Pharmaceutical Group²¹	1,550.0	8.0%	59 (59)
Gruenthal	1,537.9	14.3%	60 (64)
Nichi-Iko Pharmaceutical²²	1,502.0	26.7%	61 (72)
Meiji Holdings	1,485.9	9.3%	62 (63)
Jazz Pharmaceuticals	1,477.3	12.4%	63 (65)
Leo Pharma	1,465.6	16.5%	64 (67)
Zhejiang Hisun Pharma	1,465.2	4.0%	65 (61)
Shionogi	1,452.7	-8.3%	66 (54)
Ipsen²³	1,408.4	-12.1%	67 (53)
Meda	1,397.9	0.0%	68 (62)
Gedeon Richter	1,384.3	25.1%	69 (77)
Teijin Pharma²⁴	1,356.1	11.3%	70 (70)
China Pharmaceutical Group²⁵	1,327.0	8.1%	71 (69)
Recordati	1,276.7	9.8%	72 (74)
Glenmark Pharmaceuticals	1,223.9	3.4%	73 (73)
Humanwell Medicine²⁶	1,203.0	14.6%	74 (79)
Kowa Pharmaceutical	1,200.0	0.0%	75 (71)

¹⁷Boosted by Opdivo sales

¹⁸Acquisition of Boehringer Ingelheim's Roxane division

¹⁹Kalydeco, Orkambi and Incivek

²⁰Estimated from 2015 data

²¹Estimated (may include some API)

²²Acquired Sagent Pharmaceuticals

²³Excludes consumer healthcare

²⁴Healthcare segment

²⁵Finished drugs and antibiotics

²⁶Excludes chemical materials and TCM

COMPANY	PHARMA SALES (\$M) 2016	CHANGE FROM 2015	RANK 2016 (2015)
Galenica AG²⁷	1,184.6	34.9%	76 (96)
Cadila²⁸	1,171.0	-6.0%	77 (68)
Aurobindo²⁹	1,136.2	2.1%	78 (76)
Merz³⁰	1,132.0	-11.8%	79 (66)
Sawai Pharmaceutical³¹	1,117.5	21.4%	80 (93)
BioMarin Pharmaceutical	1,110.4	25.5%	81 (95)
Concordia Healthcare³²	1,081.5	174.3%	82 (134)
KRKA	1,066.2	-1.1%	83 (78)
Akorn³³	1,053.6	14.0%	84 (91)
Intas Pharmaceuticals	1,050.0	2.5%	85 (80)
Perrigo	1,042.8	4.2%	86 (82)
Sino Biopharmaceutical Ltd.³⁴	1,019.0	8.6%	87 (89)
Kyorin	1,007.4	7.2%	88 (87)
Hisamitsu³⁵	1,002.7	3.6%	89 (85)
Alvogen Pharmaceuticals³⁶	1,000.0	25.0%	90 (99)
Pierre Fabre	996.8	-0.1%	91 (84)
Horizon Pharma³⁷	981.1	29.6%	92 (101)
Orion Pharma³⁸	952.2	1.4%	93 (88)
Shanghai Pharmaceutical³⁹	926.6	0.5%	94 (92)
AlfaSigma	925.2	-8.4%	95 (81)
CSPC Pharmaceutical Group Ltd.⁴⁰	891.0	44.5%	96 (111)
Green Cross	890.0	-3.9%	97 (90)
Taisho Pharmaceutical⁴¹	883.5	-0.2%	98 (94)
Incyte⁴²	882.4	46.8%	99 (113)
Amneal Pharmaceuticals⁴³	875.0	0.0%	100 (97)

²⁷Vifor Pharma

²⁸Formulations

²⁹Excludes API sales

³⁰Includes beauty business

³¹Includes ~10% OTC

³²Acquisition of Amdipharm Mercury

³³Prescription Pharmaceuticals

³⁴Excludes TCM (~ 50% of sales)

³⁵Rx segment plus Noven

³⁶Acquisition of Country Line

³⁷Acquisition of Raptor

³⁸Proprietary or specialist pharma

³⁹Biologicals and chemical/ biochemical drugs (not TCM)

⁴⁰Finished drugs segment

⁴¹Ethical drugs

⁴²U.S. sales of JAKAFI and European sales of ICLUSIG

⁴³Estimated from 2015 data