

SPECIAL REPORT

Fourth Annual

Pharm
Exec

A large, three-dimensional gold number '50' is the central focus of the cover. The '5' is stylized with a thick, metallic appearance and a slight shadow. The '0' is a simple, rounded ring with a similar metallic finish and shadow. The entire number is set against a dark red, textured background.

L. J. Sellers Senior Editor

CATHY SELTZER

From any perspective, 2002 was a mixed bag for the pharma industry.



Total product sales grew to around \$430 billion, but some companies—including Bristol-Myers Squibb and Lilly—lost patent coverage on their blockbusters, had shrinking revenues, and slid a couple of points each in the ranking. And Elan, which still made the list with \$1.1 billion in sales, actually lost \$639 million for the year and dropped from 37 to 46.

Others companies generated substantial growth, including most Japanese manufacturers, which in the past few years had struggled against a weak yen and shrinking government reimbursements. Eisai and Fujisawa both made the list of the fastest growing companies. Eisai jumped from 29 to 22, largely on the 80 percent growth of its proton pump inhibitor Aciphex (rabeprazole). Altana also benefitted from the world's growing problem with heartburn. Escalating sales of pantoprazole helped push the company from 42 to 35.

The big news of the year was Pfizer's acquisition of Pharmacia. Not yet complete at the end of 2002, the two companies reported their earnings separately. But next year, Pfizer's slim margin over Glaxo-SmithKline for the number-one spot should widen by \$12 billion or so. Amgen's purchase of Immunex came into play this year, helping it generate nearly \$5 billion in sales—a 40 percent boost—and making it the fastest growing company on this list. But a weak US dollar kept Amgen from gaining more than one spot (from 21 to 20). Bayer, although it showed decreased sales in euros (from its 2001 annual report), ended up with an increase in dollars (from *PE's* 2001 report) after the currency conversion, beating out Amgen for the 19th spot.

In fact, all the non-US companies benefitted from a weak dollar during conversions, which took place during the first two weeks of April. Compared with last year's conversions, all non-US currencies ended up with higher dollar figures this year. We stuck to our intention to create a pure pharma ranking by including only human pharmaceutical sales—no devices, diagnostics, animal health, OTCs, or medical services. Exceptions are made for a few small companies that don't separate their sales by unit. New to the list this year are some pure generics companies. After all, many "brand name" companies' top selling products are off patent, in-licensed, or in some way "not invented here."

We also found a few mistakes from last year, such as Takeda's 2001 sales, which included chemicals. Its pharma sales were only around \$6.5 billion. As the industry becomes more complex each year with joint ventures and co-promotions, this report becomes more difficult to define. But we have done our best to provide an accurate "at a glance" reference to the world's top 50 pharmaceutical companies.

TOP 50 PHARMA

1	Pfizer
2	GlaxoSmithKline
3	Merck
4	AstraZeneca
5	Aventis
6	Johnson & Johnson
7	Novartis
8	Bristol-Myers Squibb
9	Pharmacia
10	Wyeth
11	Eli Lilly
12	Roche
13	Abbott Labs
14	Schering-Plough
15	Sanofi-Synthelabo
16	Boehringer Ingelheim
17	Takeda
18	Schering AG
19	Bayer
20	Amgen
21	Sankyo
22	Akzo Nobel
23	Eisai
24	Yamanouchi
25	Merck KGaA
26	Novo Nordisk
27	Baxter
28	Shionogi
29	Daiichi
30	Teva
31	Fujisawa
32	Genentech
33	Solvay
34	Purdue Pharma
35	Altana
36	Otsuka
37	Tanabe Seiyaku
38	Forest Labs
39	Serono
40	Allergan
41	Watson
42	Kyowa
43	King
44	Biogen
45	Ono
46	Elan
47	Alcon Labs
48	Schwarz Pharma
49	3M
50	Genzyme



Each of the top ten companies each had sales of more than \$11.5 billion. Together they generated \$184.19 billion in sales. They also marketed a combined total of 23 products that racked up more than \$1 billion each in sales. New to the top ten list this year is Wyeth, which squeezed out Lilly by a few hundred million.

Top Ten Products 2002

1. Lipitor (atorvastatin) cholesterol reducer, Pfizer	\$7.97 billion
2. Zocor (simvastatin) cholesterol reducer, Merck	\$5.6 billion
3. Prilosec (omeprazole) proton pump inhibitor, AstraZeneca	\$4.62 billion
4. Procrit (epoetin alpha) anemia therapy, Johnson & Johnson	\$4.3 billion
5. Norvasc (amlodipine) antihypertensive, Pfizer	\$3.84 billion
6. Zyprexa (olanzapine) antipsychotic, Lilly	\$3.69 billion
7. Paxil (paroxetine) antidepressant (SSRI), GSK	\$3.22 billion
8. Prevacid (lansoprazole) anti-ulcerant, TAP (Takeda Abbott)	\$3.14 billion
9. Celebrex (celecoxib) COX-2 anti-inflammatory, Pharmacia	\$3.05 billion
10. Zoloft (sertraline) antidepressant (SSRI), Pfizer	\$2.74 billion

1 Pfizer

2002 Global Pharma Sales
\$ 28.28 billion

Change from 2001
+12 %

2002 R&D Spend
\$ 5.17 billion

Headquarters
New York, New York, USA

2002 Top-Selling Products

- Lipitor \$7.97 billion
- Norvasc \$3.84 billion
- Zoloft \$2.74 billion

Key Developments

- Acquired Pharmacia; transaction completed this year
- Ten marketed products generated sales of more than \$1 billion each
- Produces four out of ten of the world's top-selling products.

www.pfizer.com

6 Johnson & Johnson

2002 Global Pharma Sales
\$17.2 billion

Change from 2001
+15.5 %

2002 R&D Spend
\$2.7 billion

Headquarters
New Brunswick, New Jersey, USA

2002 Top-Selling Products

- Procrit \$4.3 billion
- Risperdal \$2.1 billion
- Remicade \$1.3 billion

Key Developments

- Filed a new drug application for Topamax, for the prevention of migraine headaches and to treat epilepsy
- Acquired Scios

www.jnj.com

2 GlaxoSmith Kline

2002 Global Pharma Sales
\$28.20 billion

Change from 2001
+8%

2002 R&D Spend
\$4.29 billion

Headquarters
London, England, UK

2002 Top-Selling Products

- Paxil \$3.22 billion
- Advair \$2.56 billion
- Augmentin \$1.87 billion

Key Developments

- Augmentin lost patent protection
- R&D on track to launch 12 new products during the next two years.

www.gsk.com

3 Merck

2002 Global Pharma Sales
\$21.63 billion

Change from 2001
+1%

2002 R&D Spend
\$2.67 billion

Headquarters
Whitehouse Station, New Jersey, USA

2002 Top-Selling Products

- Zocor \$5.6 billion
- Vioxx \$2.5 billion
- Fosamax \$2.2 billion

Key Developments

- New cholesterol treatment Zetia approved
- Merck-Medco spinoff put on hold
- New indications for Singulair and Cozaar

www.merck.com

4 AstraZeneca

2002 Global Pharma Sales
\$17.84 billion

Change from 2001
+9%

2002 R&D Spend
\$3.06 billion

Headquarters
London, England, UK

2002 Top-Selling Products

- Prilosec \$4.62 billion
- Nexium \$1.97 billion
- Seroquel \$1.14 billion

Key Developments

- Crestor approved in Europe
- Breast cancer treatment Arimidex approved by FDA
- Generic competition from Schwarz Pharma began to erode Prilosec sales

www.astrazeneca.com

5 Aventis

2002 Global Pharma Sales
\$17.25 billion

Change from 2001
+11%

2002 R&D Spend
\$3.67 billion

Headquarters
Strasbourg, France

2002 Top-Selling Products

- Allegra \$2.18 billion
- Lovenox \$1.68 billion
- Taxotere \$1.35 billion

Key Developments

- Met its aggressive growth target for third consecutive year
- Expanded markets for Ketek and Lantus
- Allegra took leading position in allergy market

www.aventis.com

7 Novartis

2002 Global Pharma Sales
\$15.36 billion

Change from 2001
+4%

2002 R&D Spend
\$2.6 billion

Headquarters
Basel, Switzerland

2002 Top-Selling Products

- Diovan \$1.88 billion
- Sandimmun \$1.17 billion
- Lamasil \$991 million

Key Developments

- FDA approved Zelnorm, a new irritable bowel syndrome treatment
- New indications for Clozaril and Gleevec
- Xolair approved in Australia

www.novartis.com

8 Bristol-Myers Squibb

2002 Global Pharma Sales
\$14.7 billion

Change from 2001
-2%

2002 R&D Spend
\$2.2 billion

Headquarters
New York, New York, USA

2002 Top-Selling Products

- Pravachol \$2.26 billion
- Plavix \$1.89 billion
- Taxol \$857 million

Key Developments

- Glucophage lost patent protection and 67 percent of its sales
- Plavix's sales grew 61 percent
- Company resated its earnings

www.bms.com

9 Pharmacia

2002 Global Pharma Sales
\$12.03 billion

Change from 2001
+1%

2002 R&D Spend
\$2.32 billion

Headquarters
Peapack, New Jersey, USA

2002 Top-Selling Products

- Celebrex \$3.05 billion
- Xalatan \$928 million
- Detrol \$757 million

Key Developments

- Acquired by Pizer
- Xalatan and Zyvox got expanded indications
- Detrol sales grew 23 percent

www.pharmacia.com

10 Wyeth

2002 Global Pharma Sales
\$11.7 billion

Change from 2001
+7%

2002 R&D Spend
\$2.08 billion

Headquarters
Madison, New Jersey, USA

2002 Top-Selling Products

- Effexor \$2.07 billion
- Premarin \$1.87 billion
- Protonix \$1.07 billion

Key Developments

- Effexor sales surpassed \$2 billion, and Potonix exceeded \$1 billion in sales
- Introduced 24 new compounds into the pipeline, and submitted 11 NDAs

www.wyeth.com



2002
Best-Selling
Product:
Lipitor
\$7.97
billion

Pfizer

11
Eli Lilly

Global Pharma Sales
\$11.07 billion

Change from 2001
-4%

R&D Spend
\$2.14 billion

Headquarters
Indianapolis, Indiana, USA

Top-Selling Product
Zyprexa \$3.69 billion
www.lilly.com

12
Roche

Global Pharma Sales
\$10.81 billion

Change from 2001
+3%

R&D Spend
\$2.42 billion

Headquarters
Basel, Switzerland

Top-Selling Product
Rocephin \$1.1 billion
www.roche.com

13
Abbott Labs

Global Pharma Sales
\$9.27 billion

Change from 2001
+13.4%

R&D Spend
\$1.5 billion

Headquarters
Abbott Park, Illinois, USA

Top-Selling Product
Clarithromycin \$1.1 billion
Prevacid (TAP) \$1.57 billion
www.abbott.com

14
Schering-Plough

Global Pharma Sales
\$8.7 billion

Change from 2001
+4%

R&D Spend
\$1.4 billion

Headquarters
Madison, New Jersey, USA

Top-Selling Product
Clarinx \$1.8 billion
www.sch-plough.com

15
Sanofi-Synthelabo

Global Pharma Sales
\$8.01 billion

Change from 2001
+14.8%

R&D Spend
\$1.3 billion

Headquarters
Paris, France

Top-Selling Product
Ambien \$1.5 billion
www.sanofi-synthelabo.com

16
**Boehringer
Ingelheim**

Global Pharma Sales
\$ 7.92 billion

Change from 2001
+13%

R&D Spend
\$1.4 billion

Headquarters
Ingelheim am Rhein, Germany

Top-Selling Product
Flomax \$ 824 million
www.boehringer-ingleheim.com

On the Move

Fastest Growing Companies

(based on their pharma sales increase between 2001 and 2002)

1	Amgen	40%
2	King	35%
3	Forest Labs	33%
4	Schwarz	25%
5	Genentech	24%
6	Altana	22%
7	Allergan	21%
8	Eisai	21%
9	Fujisawa	19%
10	Teva	17%
11	Alcon Labs	17%

Leading Therapy Classes (2002 Global Sales)

	US\$ billions	% change
1	Anti-ulcerants	\$21.9 +9
2	Cholesterol & triglyceride reducers	21.7 +12
3	Antidepressants	17.1 +5
4	Antirheumatic non-steroidals	11.3 +1
5	Calcium antagonists	9.9 -1
6	Antipsychotics	9.5 +19
7	Erythropoietin products	8.1 +18
8	Oral antidiabetics	8.0 +2
9	ACE inhibitors	7.8 0
10	Cephalosporins & combinations	7.6 -3

Source: IMS World Review 2003





17 Takeda

Global Pharma Sales
\$7.15 billion

Change from 2001
+4.3%

R&D Spend
\$843 million

Headquarters
Osaka, Japan

Top-Selling Product
Prevacid (TAP) \$1.57 billion

www.takeda.co.jp

18 Schering AG

Global Pharma Sales
\$5.4 billion

Change from 2001
+10%

R&D Spend
\$1.01 billion

Headquarters
Berlin, Germany

Top-Selling Product
Betaferon \$842 million

www.schering.de

19 Bayer

Global Pharma Sales
\$5.12 billion

Change from 2001
-16%

R&D Spend
\$1.09 billion

Headquarters
Leverkusen, Germany

Top-Selling Product
NA

www.bayer.de

20 Amgen

Global Pharma Sales
\$4.99 billion

Change from 2001
+40%

R&D Spend
\$1.1 billion

Headquarters
Thousand Oaks, California, USA

Top-Selling Product
Epogen/Aranesp \$2.67 billion

www.amgen.com

21 Sankyo

Global Pharma Sales
\$3.57 billion

Change from 2001
+2.4%

R&D Spend
\$719.6 million (projected)

Headquarters
Tokyo, Japan

Top-Selling Product
Mevalotin \$1.45 billion

www.sankyo.co.jp

22 Akzo Nobel

Global Pharma Sales
\$3.4 billion

Change from 2001
+3%

R&D Spend
\$654 million

Headquarters
Arnhem, the Netherlands

Top-Selling Product
Remaron \$782 million

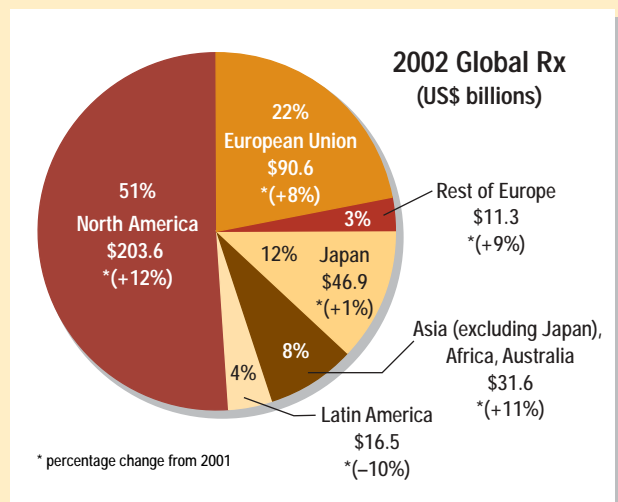
www.akzonobel.com

2002 Prescription Market Share:

Pfizer	13.8%
GSK	11.0%
Merck	10.0%
AZ	7.5%
J&J	6.7%
Novartis	4.1%
Pharmacia	4.1%
SP	3.8%
Wyeth	3.8%
Aventis	3.5%

Source: IMS Health

SALES BY REGION



Source: IMS World Review 2003





2002
Sales Total:
\$430.3
billion

Source: IMS Health

23 Eisai

Global Pharma Sales

\$3.39 billion

Change from 2001

+21%

R&D Spend

\$462 million

Headquarters

Tokyo, Japan

Top-Selling Product

Aciphex \$829 million

www.eisai.co.jp

24 Yamanouchi

Global Pharma Sales

\$3.2 billion

Change from 2001

+5%

R&D Spend

\$546 million

Headquarters

Tokyo, Japan

Top-Selling Product

Gaster \$782 million

www.yamanouchi.co.jp

25 Merck KGaA

Global Pharma Sales

\$3.19 billion

Change from 2001

-2.9%

R&D Spend

\$ 662 million

Headquarters

Darmstadt, Germany

Top-Selling Product

NA

www.merck.de

26 Novo Nordisk

Global Pharma Sales

\$3.17 billion

Change from 2001

NA

R&D Spend

NA

Headquarters

Bagsvaerd, Denmark

Top-Selling Product

NA

www.novonordisk.com

27 Baxter

Global Pharma Sales

\$3.10 billion

Change from 2001

+11%

R&D Spend

\$ 501 million

Headquarters

Deerfield, Illinois, USA

Top-Selling Product

r/antihemophilic factor

www.baxter.com

28 Shionogi

Global Pharma Sales

\$3.08 billion

Change from 2001

+4.4%

R&D Spend

\$256 million

Headquarters

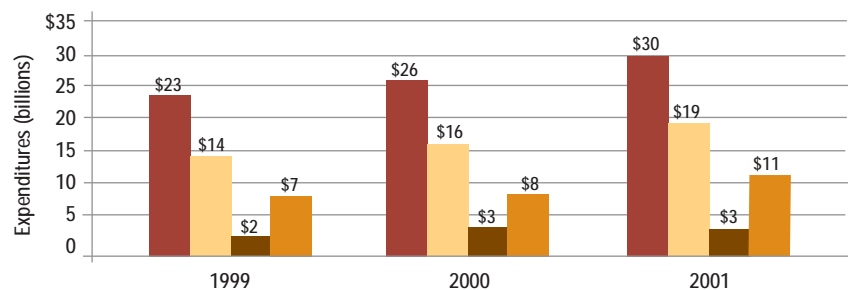
Osaka, Japan

Top-Selling Product

Flomox \$282 million

www.shionogi.co.jp

R&D OUTSPENDS PROMOTION



* Total promotion refers to IMS Health data defined as: DTC, retail value of samples, office promotion, hospital promotion, and journal advertising.

■ R&D
■ Total promotion*
■ DTC
■ Retail value of samples

Source: PhRMA, IMS Health, Integrated Promotional Services, and CMR

PE Graphic



29 Daiichi

Global Pharma Sales
\$2.7 billion

Change from 2001
+4%

R&D Spend
\$386 million

Headquarters
Tokyo, Japan

Top-Selling Product
Cravit

www.daiichipharm.co.jp

30 Teva

Global Pharma Sales
\$2.51 billion

Change from 2001
+17%

R&D Spend
\$165 million

Headquarters
Petach Tikva, Israel

Top-Selling Product
Copaxone \$539 million

www.tevapharm.com

31 Fujisawa

Global Pharma Sales
\$2.49 billion

Change from 2001
+19%

R&D Spend
\$479 million

Headquarters
Osaka, Japan

Top-Selling Product
Prograf \$607 million

www.fujisawa.com

32 Genentech

Global Pharma Sales
\$2.16 billion

Change from 2001
+24%

R&D Spend
\$623 million

Headquarters
San Francisco, California, USA

Top-Selling Product
Rituxan \$1.16 billion

www.genentech.com

33 Solvay

Global Pharma Sales
\$2.0 billion

Change from 2001
+5%

R&D Spend
\$291 million

Headquarters
Brussels, Belgium

Top-Selling Product
Estratest \$223 million

www.solvay.com

34 Purdue Pharma

Global Pharma Sales
\$1.9 billion

Change from 2001
+5.3%

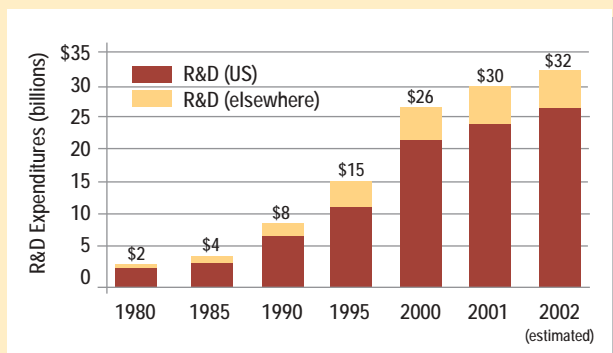
R&D Spend
\$306 million

Headquarters
Norwalk, Connecticut, USA

Top-Selling Product
OxyContin \$1.4 billion

www.pharma.com

R&D SLOWING BUT STILL GROWING



Source: PhRMA Annual Membership Survey, 2003



Top Ten Companies by Event Spend

	US\$ millions	% change
1 Pfizer	\$205	+12.6
2 GlaxoSmithKline	175	-6.7
3 Merck	139	-19.5
4 AstraZeneca	124	+22.3
5 Novartis	113	+25.3
6 Johnson & Johnson	96	-9.6
7 Eli Lilly	96	-2.6
8 Wyeth	88	+32.1
9 Forest Labs	83	+64.4
10 Aventis	78	-2.5

Source: Verispan





Big Spenders: Biogen & Genentech

had the highest R&D outlays compared with sales, 32% and 28%, respectively.

35 Altana

Global Pharma Sales
\$1.68 billion

Change from 2001
+22%

R&D Spend
\$361 million

Headquarters
Bad Homburg, Germany

Top-Selling Product
Pantoprazole \$1.04 million

www.altana.de

38 Forest Labs

Global Pharma Sales
\$1.56 billion

Change from 2001
+33%

R&D Spend
\$157 million

Headquarters
New York, New York, USA

Top-Selling Product
Celexa \$1.1 billion

www.frx.com

36 Otsuka

Global Pharma Sales
\$1.67 billion

Change from 2001
+13.8%

R&D Spend
\$325 million

Headquarters
Osaka, Japan

Top-Selling Product
Mucosta \$230 million

www.otsuka.com

39 Serono

Global Pharma Sales
\$1.53 billion

Change from 2001
+12.4%

R&D Spend
\$386 million

Headquarters
Geneva, Switzerland

Top-Selling Product
Rebif \$548 million

www.serono.com

37 Tanabe Seiyaku

Global Pharma Sales
\$1.58 billion

Change from 2001
0%

R&D Spend
\$174 million

Headquarters
Osaka, Japan

Top-Selling Product
Herbesser \$187 million

www.tanabe.co.jp

40 Allergan

Global Pharma Sales
\$1.38 billion

Change from 2001
+21%

R&D Spend
\$233 million

Headquarters
Irvine, California, USA

Top-Selling Product
Botox \$439 million

www.allergan.com

Top Five Companies by Sales Force Size

	Number of reps
1 GlaxoSmithKline	7,144
2 Pfizer	6,886
3 Merck	6,453
4 Novartis	5,826
5 Johnson & Johnson	5,327

Source: Verispan



Top Ten Products by Total Promotional Spend

	US\$ millions*	% change
1 Nexium	\$756	+147
2 Vioxx	700	-5
3 Lipitor	576	+56
4 Prevacid	548	+7
5 Zocor	546	+15
6 Celebrex	526	-11
7 Zoloft	411	+30
8 Paxil	348	+2
9 Viagra	339	+26
10 Clarinex	320	NA

Source: IMS Health, Integrated Promotional Services, and CMR



* 12 months ending September, 2002

Includes office and hospital contacts, journal dollars, retail value of samples, and direct-to-consumer advertising



Fastest
Growing
Product:
Aciphex
(Eisai), 80%

41 Watson

Global Pharma Sales
\$1.22 billion

Change from 2001
+6%

R&D Spend
\$81 million

Headquarters
Corona, California, USA

Top-Selling Product
NA

www.watsonpharm.com

42 Kyowa

Global Pharma Sales
\$1.18 billion (projected)

Change from 2001
NA

R&D Spend
\$244 million (projected)

Headquarters
Tokyo, Japan

Top-Selling Product
NA

www.kyowa.co.jp

43 King

Global Pharma Sales
\$1.17 billion

Change from 2001
+35%

R&D Spend
\$28 million

Headquarters
Bristol, Tennessee, USA

Top-Selling Product
Altace \$140 million

www.kingpharm.com

44 Biogen

Global Pharma Sales
1.14 billion

Change from 2001
+10%

R&D Spend
\$367 million

Headquarters
Cambridge, Massachusetts, USA

Top-Selling Product
Avonex \$1 billion

www.biogen.com

45 Ono

Global Pharma Sales
\$1.11 billion

Change from 2001
+5%

R&D Spend
\$237 million

Headquarters
Osaka, Japan

Top-Selling Product
Kinedak \$215 million

www.ono.co.jp

46 Elan

Global Pharma Sales
\$1.11 billion

Change from 2001
-22%

R&D Spend
\$397 million

Headquarters
Dublin, Ireland

Top-Selling Product
Zanaflex \$123 million

www.elan.com

Top Ten Companies by DTC Spend

	US\$ millions*
1 GlaxoSmithKline	\$459
2 Pfizer	350
3 Merck	294
4 Johnson & Johnson	233
5 AstraZeneca	188
6 Aventis	166
7 Pharmacia	165
8 Schering-Plough	143
9 Bristol-Myers Squibb	106
10 TAP	69

Source: Verispan



* January–November, 2002

Top Ten Companies by Total Promotional Spend

	US\$ millions*	% change
1 Pfizer	\$2,882	+26
2 GlaxoSmithKline	2,303	+5
3 Merck	2,088	+5
4 AstraZeneca	1,570	+30
5 Johnson & Johnson	1,399	+17
6 Novartis	863	+32
7 Pharmacia	850	+4
8 Schering-Plough	805	-2
9 Wyeth	802	+8
10 Aventis	732	+19

Source: IMS Health, Integrated Promotional Services and CMR



* 12 months ending September, 2002

Includes office and hospital contacts, journal dollars, retail value of samples, and direct-to-consumer advertising



47 Alcon Labs

Global Pharma Sales
\$1.08 billion

Change from 2001
+17%

R&D Spend
\$323 billion

Headquarters
Huenenberg, Switzerland

Top-Selling Product
Patanol \$198 million

www.alconinc.com

48 Schwarz Pharma

Global Pharma Sales
\$1.03 billion

Change from 2001
+25%

R&D Spend
\$133 million

Headquarters
Monheim, Germany

Top-Selling Product
omeprazole \$190 million

www.schwarzpharma.com

49 3M

Global Pharma Sales
\$1 billion (projected)

Change from 2001
+13% (projected)

R&D Spend
NA

Headquarters
St. Paul, Minnesota, USA

Top-Selling Product
Aldara

www.3m.com/pharma

50 Genzyme

Global Pharma Sales
\$907 million

Change from 2001
+9%

R&D Spend
\$230 million

Headquarters:
Cambridge, Massachusetts, USA

Top-Selling Product
Cerezyme \$619 million

www.genzyme.com

A Peek into the Crystal Ball

Based on growth rates, acquisition activity, and pure hunch, *PE* predicts next year's top ten will look like this:

1. Pfizer
2. GlaxoSmithKline
3. Merck
4. Johnson & Johnson
5. Aventis
6. AstraZeneca
7. Novartis
8. Wyeth
9. Bristol-Myers Squibb
10. Abbott Labs

Top Ten Companies by Journal Spend

	US\$ millions	% change
1 Pfizer	\$39.7	-13
2 Aventis	23.6	-14.7
3 Johnson & Johnson	22.7	+52.2
4 Wyeth	22.4	+15.2
5 AstraZeneca	17.6	-20.1
6 GlaxoSmithKline	17.3	+22.6
7 Forest Labs	16.7	+68.1
8 Novartis	13.1	-30.0
9 Merck	10.2	-32.2
10 Abbott Labs	9.2	+4.6

Source: Verispan



Top Ten Companies by Detail Spend

	US\$ millions	% change
1 Pfizer	\$794	+14.1
2 GlaxoSmithKline	618	+3
3 Merck	534	+11.2
4 Johnson & Johnson	432	+3.9
5 AstraZeneca	388	+5.0
6 Novartis	364	+31.2
7 Pharmacia	333	+8.3
8 Abbott Labs	327	+18.0
9 Aventis	305	+11.8
10 Wyeth	280	+6.8

Source: Verispan

