

TOP 25 Pharma Groups in 2017:

Ranking and Analysis by Revenues, Sales, Business Segments, R&D Costs, Operating & Net Income

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Table of Contents

Table #	Title	Page
1	Ranking of TOP Pharma Groups by Total Revenues in the Fiscal Year 2017 & R&D Costs, Operating & Net Income	3
2	Ranking of Pharma Groups by Total R&D Costs	4
3	Ranking of Pharma Groups by Total R&D Costs as % of Revenues	4
4	Ranking of Pharma Groups by Operating Income	5
5	Ranking of Pharma Groups by Operating Income as % of Revenues	5
6	Ranking of Pharma Groups by Net Income	6
7	Ranking of Pharma Groups by Net Income as % of Revenues	6
8	Ranking of TOP Pharma Groups by Total Human Pharmaceutical Sales & Segments in the Year 2017	7
9	Other Revenue Sources of TOP Pharma Groups in the Year 2017	8
10	Ranking of TOP Pharma Groups by Total Human Pharma Sales with Total Human Pharma R&D Costs	9
11	Ranking of TOP Pharma Groups by Ethical Human Pharma Sales with Ethical Human Pharma R&D Costs	10

Methodology:

Financial information is related to the fiscal year 2017 which in most cases corresponds to the calendar year.

Financial information was retrieved in the original currencies as published by the companies in the disclosure documents (press releases, supportive financial information, annual reports, SEC Form 10-K disclosures).

Original currencies (€, GBP, Yen, DKK, CHF) were converted into US\$ based on rates of the same day (with slight intraday fluctuations).

“TOP” refers to companies with income of more than US\$ 10 bln.

“**Pharma Group**” defined as health care company with business segment of pharmaceutical drugs.

Total Human Pharmaceutical sales by definition include prescription/branded/ethical pharmaceuticals, generics/biosimilars, over the counter (OTC) & consumer healthcare (CHC) products and plasma products for use in humans.

Non-Pharma revenues are defined as from other income, royalties & service, vaccines, animal health, contract manufacturing organization (CMO), crop science, life science, performance materials, diagnostics, devices & instruments and esthetics.

Table 1: Ranking of TOP* Pharma Groups by Total Revenues in the Fiscal Year 2017 & R&D Costs, Operating & Net Income

Rank #	Company	Total Revenues	Total R&D Costs		Operating Income		Net Income	
		(bln US\$)	(bln US\$)	(% of rev)	(bln US\$)	(% of rev)	(bln US\$)	(% of rev)
1	Johnson & Johnson (J&J)	76.450	10.554	13.8	17.673	23.1	1.300	1.70
2	Roche	56.740	11.494	20.3	13.23	23.3	8.983	15.8
3	Pfizer	52.546	7.657	14.6	12.305	23.4	21.308	40.6
4	Novartis	49.109	8.972	18.3	8.629	17.6	7.703	15.7
5	Merck & Co.	40.122	10.20	25.4	6.521	16.3	2.418	6.03
6	Sanofi	40.064	6.25	15.6	10.67	26.6	7.958	19.9
7	Bayer	39.985	5.15	12.9	10.62	26.6	8.395	21.0
8	GlaxoSmithKline (GSK)	38.887	5.700	14.7	5.20	13.4	2.762	7.10
9	AbbVie	28.216	4.982	17.7	9.59	34.0	5.309	18.8
10	Gilead Sciences	26.107	3.734	14.3	14.124	54.1	4.644	17.8
11	AstraZeneca	24.295	5.757	23.7	3.677	15.1	2.868	11.8
12	Eli Lilly	22.871	5.282	23.1	2.145	9.38	-0.201	-0.88
13	Amgen	22.849	3.562	15.6	9.973	43.6	1.979	8.66
14	Teva Pharmaceutical Industries	22.385	1.84	8.26	-17.484	-78.1	-16.449	-73.5
15	Bristol-Myers Squibb (BMS)	20.776	6.41	30.9	5.13	24.7	1.007	4.85
16	Boehringer Ingelheim	20.659	3.522	17.0	3.990	15.0	-0.255	-1.23
17	Merck KGaA	17.533	2.449	14.0	4.89	27.9	2.97	17.0
18	Novo Nordisk	17.103	2.146	12.5	7.498	43.8	5.839	34.1
19	Takeda Pharmaceutical Co.	16.265	2.989	18.4	2.221	13.7	1.714	10.5
20	Allergan	15.940	2.100	13.2	-5.921	-37.1	-4.119	-25.8
21	Shire	15.161	1.76	11.6	6.492	42.8	4.272	28.2
22	Celgene	13.003	5.915	45.5	4.707	36.2	2.940	22.6
23	Biogen	12.274	2.254	18.4	5.344	43.5	2.670	21.8
24	Astellas Pharma	11.937	2.02	17.0	1.956	16.4	1.515	12.7
25	Mylan	11.908	0.783	6.58	1.437	12.1	0.696	5.84

*, TOP: defined by total revenues of more than US\$ 10 bln

Table 2: Ranking Pharma Groups by Total R&D Costs Revenues

Rank #	Company	bln US\$
1	Roche	11.494
2	J&J	10.554
3	Merck & Co.	10.20
4	Novartis	8.972
5	Pfizer	7.657
6	BMS	6.41
7	Sanofi	6.25
8	Celgene	5.915
9	AstraZeneca	5.757
10	GSK	5.700
11	Eli Lilly	5.282
12	Bayer	5.15
13	AbbVie	4.982
14	Gilead Sciences	3.734
15	Amgen	3.562
16	Boehringer	3.522
17	Takeda	2.989
18	Merck KGaA	2.449
19	Biogen	2.254
20	Novo Nordisk	2.146
21	Allergan	2.100
22	Astellas	2.02
23	Teva	
24	Shire	1.76
25	Mylan	0.783

Table 3: Ranking of Pharma Groups by Total R&D Costs as % of

Rank #	Company	% of Total Revenues
1	Celgene	45.5
2	BMS	30.9
3	Merck & Co.	25.4
4	AstraZeneca	23.7
5	Eli Lilly	23.1
6	Roche	20.3
7	Takeda	18.4
	Biogen	18.4
9	Novartis	18.3
10	AbbVie	17.7
11	Astellas	17.0
	Boehringer	17.0
13	Amgen	15.6
	Sanofi	15.6
15	GSK	14.7
16	Pfizer	14.6
17	Gilead Sciences	14.3
	Merck KGaA	14.0
19	J&J	13.8
20	Allergan	13.2
21	Bayer	12.9
22	Novo Nordisk	12.5
23	Shire	11.6
24	Teva	8.26
25	Mylan	6.58

Table 4: Ranking of **Pharma Groups** by Operating Income

Rank #	Company	bln US\$
1	J&J	17.673
2	Gilead Sciences	14.124
3	Roche	13.23
4	Pfizer	12.305
5	Sanofi	10.67
6	Bayer	10.62
7	Amgen	9.973
8	AbbVie	9.59
9	Novartis	8.629
10	Novo Nordisk	7.498
11	Merck & Co.	6.521
12	Shire	6.492
13	Biogen	5.344
14	GSK	5.20
15	BMS	5.13
16	Merck KGaA	4.89
17	Celgene	4.707
18	AstraZeneca	3.677
19	Boehringer	3.990
20	Takeda	2.221
21	Eli Lilly	2.145
22	Astellas	1.956
23	Mylan	1.437
24	Allergan	-5.921
25	Teva	-17.484

Table 5: Ranking of **Pharma Groups** by Operating Income as % of Revenues

Rank #	Company	% of Total Revenues
1	Gilead Sciences	54.1
2	Novo Nordisk	43.8
3	Amgen	43.6
4	Biogen	43.5
5	Shire	42.8
6	Celgene	36.2
7	AbbVie	34.0
8	Merck KGaA	27.9
9	Sanofi	26.6
	Bayer	26.6
11	BMS	24.7
12	Pfizer	23.4
13	Roche	23.3
14	J&J	23.1
15	Novartis	17.6
16	Astellas	16.4
17	Merck & Co.	16.3
18	AstraZeneca	15.1
19	Boehringer	15.0
20	Takeda	13.7
21	GSK	13.4
22	Mylan	12.1
23	Eli Lilly	9.38
24	Allergan	-37.1
25	Teva	-78.1

Table 6: Ranking of Pharma Groups by Net Income

Rank #	Company	bln US\$
1	Pfizer	21.308
2	Roche	8.983
3	Bayer	8.395
4	Sanofi	7.958
5	Novartis	7.703
6	Novo Nordisk	5.839
7	AbbVie	5.309
8	Gilead Sciences	4.644
9	Shire	4.272
10	Merck KGaA	2.977
11	Celgene	2.940
12	AstraZeneca	2.868
13	GSK	2.762
14	Biogen	2.670
15	Merck & Co.	2.418
16	Amgen	1.979
17	Takeda	1.714
18	Astellas	1.515
19	J&J	1.300
20	Mylan	0.696
21	BMS	1.007
22	Eli Lilly	-0.201
23	Boehringer	-0.255
24	Allergan	-4.119
25	Teva	-16.449

Table 7: Ranking of Pharma Groups by Net Income as % of Revenues

Rank #	Company	% of Total Revenues
1	Pfizer	40.6
2	Novo Nordisk	34.1
3	Shire	28.2
4	Celgene	22.6
5	Biogen	21.8
6	Bayer	21.0
7	Sanofi	19.9
8	AbbVie	18.8
9	Gilead Sciences	17.8
10	Merck KGaA	17.0
11	Roche	15.8
12	Novartis	15.7
13	Astellas	12.7
14	AstraZeneca	11.8
15	Takeda	10.5
16	Amgen	8.66
17	GSK	7.10
18	Merck & Co.	6.03
19	Mylan	5.84
20	BMS	4.85
21	J&J	1.70
22	Eli Lilly	-0.88
23	Boehringer	-1.23
24	Allergan	-25.8
25	Teva	-73.5

Table 8: Ranking of TOP Pharma Groups by **Total Human Pharmaceutical Sales** & Segments in the Year 2017

Rank #	Company	Total Human Pharma Sales		Ethical Pharma Sales	Generics & Biosimilar Sales	OTC & CHC Sales	Plasma Product Sales	Non-Pharma Revenues
		(bln US\$)	(% of Total Revenues)	(bln US\$)	(bln US\$)	(bln US\$)	(bln US\$)	(bln US\$)
1	J&J	49.858	65.2	36.256		13.602		26.592
2	Pfizer	45.705	87.0	41.702	0.531	3.472		6.804
3	Novartis	43.085	87.7	33.025	10.060			6.024
4	Roche	41.957	73.9	41.957				14.785
5	Sanofi	34.231	85.4	26.679	2.032	5.523		5.831
6	GSK	31.870	82.0	22.001		9.869		7.024
7	Merck & Co.	28.844	71.9	28.844				11.278
8	AbbVie	28.216	100	28.216				0
9	Bayer	25.985	65.0	19.277		6.708		14.084
10	Gilead Sciences	25.662	98.3	25.662				0.445
11	Amgen	21.795	95.4	21.795				1.054
12	Teva	20.171	90.1	7.914	12.257			2.214
13	AstraZeneca	20.074	82.6	20.074				4.221
14	Eli Lilly	19.785	86.5	19.785				3.086
15	BMS	19.258	92.7	19.258				1.518
16	Novo Nordisk	17.103	100	17.103				0
17	Takeda	15.539	95.5	15.539				0.726
18	Shire	14.447	95.3	10.680			3.769	0.712
19	Boehringer	14.442	69.9	14.442				6.122
20	Celgene	12.973	99.8	12.973				0.030
21	Allergan	12.125	76.1	12.125				3.816
22	Astellas	11.937	100	11.937				0
23	Mylan	11.760	98.8		11.760			0.148
24	Biogen	10.335	84.2	10.335				1.919
25	Merck KGaA	8.008	45.7	6.966		1.042		9.528

Table 9: Other Revenue Sources of TOP Pharma Groups in the Year 2017

Phar Rank	Company	Other Income bln US\$	Royalty & Service bln US\$	Vaccine Sales bln US\$	Animal Health bln US\$	CMO bln US\$	Crop Science bln US\$	Life Science bln US\$	Perform. Materials bln US\$	Dia- gnostics bln US\$	Devices & Instr. bln US\$	Aes- thetics bln US\$	Total Non- Pharma bln US\$
1	J&J										26.592		26.592
2	Pfizer			6.001		0.706					0.097		6.804
3	Novartis										6.024		6.024
4	Roche	2.447								12.079			14.526
5	Sanofi			5.831									5.831
6	GSK		0.453	6.571									7.024
7	Merck & Co.	0.857		6.546	3.875								11.278
8	AbbVie												0
9	Bayer	1.325			1.798		10.961						14.084
10	Gilead Sciences		0.445										0.445
11	Amgen	1.054											1.054
12	Teva	2.214											2.214
13	AstraZeneca	1.830	2.313	0.078									4.221
14	Eli Lilly				3.086								3.086
15	BMS	1.518											1.518
16	Novo Nordisk												0
17	Takeda		0.726										0.726
18	Shire	0.712											0.712
19	Boehringer	0.980			4.464	0.678							6.122
20	Celgene	0.030											0.030
21	Allergan											3.816	3.816
22	Astellas												0
23	Mylan	0.148											0.148
24	Biogen	0.360	1.559										1.919
25	Merck KGaA							6.729	2.799				9.528

Table 10: Ranking of TOP Pharma Groups by **Total Human Pharma** Sales with **Total Human Pharma** R&D Costs

Rank	Company	Total Human Pharma Sales	Total Human Pharma R&D Costs		
		bln US\$	Bln US\$	Rank #	% of Total Human Pharma Sales
1	J&J	49.858	8.360	3	16.8
2	Pfizer	45.705	Not specified	/	/
3	Novartis	43.085	8.404	2	19.5
4	Roche	41.957	9.877	1	23.5
5	Sanofi	34.231	5.526	7	16.1
6	GSK	31.870	3.489	14	10.9
7	Merck & Co.	28.844	4.600 (MRL)	10	15.9
8	AbbVie	28.216	4.982	9	17.7
9	Bayer	25.985	3.580	12	13.8
10	Gilead Sciences	25.662	3.734	11	14.6
11	Amgen	21.795	3.562	13	16.3
12	Teva	20.171	1.586	23	7.86
13	AstraZeneca	20.074	5.757	7	28.7
14	Eli Lilly	19.785	5.282	9	26.7
15	BMS	19.258	6.411	4	33.3
16	Novo Nordisk	17.103	2.146	18	12.5
17	Takeda	15.539	2.989	16	19.2
18	Shire	14.447	1.763	22	12.2
19	Boehringer	14.442	3.105	15	21.5
20	Celgene	12.973	5.915	5	45.6
21	Allergan	12.125	2.100	19	17.3
22	Astellas	11.937	2.029	20	17.0
23	Mylan	11.760	0.783	24	6.66
24	Biogen	10.335	2.254	17	21.8
25	Merck KGaA	8.008	1.867	21	23.3

Table 11: Ranking of TOP Pharma Groups by **Ethical Human Pharma** Sales with **Ethical Human Pharma** R&D Costs

Rank	Company	Ethical Human Pharma Sales	Ethical Human Pharma R&D Costs		
		bln US\$	bln US\$	Rank #	% of Ethical Pharma Sales
1	Roche	41.957	9.877	1	23.5
2	Pfizer	41.702	Not specified	-	-
3	J&J (Janssen)	36.256	8.360	2	23.1
4	Novartis	33.025	7.630	3	23.1
5	Merck & Co.	28.844	4.600 (MRL*)	9	15.9
6	AbbVie	28.216	4.982	8	17.7
7	Sanofi	26.679	Not specified	-	-
8	Gilead Sciences	25.662	3.734	10	14.6
9	GSK	22.001	3.489	12	15.9
10	Amgen	21.795	3.562	11	16.3
11	AstraZeneca	20.074	5.757	6	28.7
12	Eli Lilly	19.785	5.282	7	26.7
13	Bayer	19.277	3.306	13	17.1
14	BMS	19.258	6.411	4	33.3
15	Novo Nordisk	17.103	2.146	17	12.5
16	Takeda	15.539	2.989	15	19.2
17	Boehringer	14.442	3.105	14	21.5
18	Celgene	12.973	5.915	5	45.6
19	Allergan	12.125	Not specified	-	-
20	Astellas	11.937	2.029	18	17.0
21	Shire	10.680	Not specified	-	-
22	Biogen	10.335	2.254	16	21.8
23	Teva	7.914	0.884	19	11.2
24	Merck KGaA	6.966	Not specified	-	-
-	Mylan	-	-	-	-

MRL, Merck Research Laboratories only;