

APPENDIX -I
SALES, COST OF GOODS SOLD, GROSS PROFIT, OPERATING EXPENSES, NON OPERATING INCOMES, NON OPERATING EXPENSES, PBIT, INTEREST, PROFIT AFTER TAX, EQUITY DIVIDENDS , DEPRECIATION & COST OF PRODUCTION IN THE MULTINATIONAL DRUGS AND PHARMACEUTICAL COMPANIES DURING THE PERIOD 1990-91 TO 1999-00.

NO	COMPANIES / YEARS	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00
TOTAL SALES											
1	Abbott laboratories	32.66	38.36	48.99	51.94	57.44	60.22	69.07	80.53	101.62	113.7
2	Aventis pharma	302.26	275.17	293.77	363.35	310.28	355.67	408.2	563.78	533.64	536.98
3	Burrough Wellcome	93.98	115.13	141.69	169.46	175.89	109.31	184.71	189.98	205.58	200.63
4	Duphar-interfran ltd	39.53	49.25	55.75	62.26	59.67	68.22	43.81	49.65	64.76	77.65
5	E Merck India ltd	85.09	96.52	120.05	121.72	152.29	176.86	206.11	223.1	260.84	279.8
6	German Remedies ltd	68.2	72.78	90.51	102.34	116.38	124.01	143.44	165.59	200.63	223.35
7	Glaxo India ltd	416.42	493.77	554.23	630.98	617.83	460.08	706.34	762.41	872.47	895.76
8	Knoll Pharma ltd	97.62	118.15	147.07	175.18	230.81	208.24	264.85	278.33	299.17	329.95
9	Novartis India ltd	273.53	335.89	393.73	440.73	469.32	516.03	613.24	673.31	757.54	831.31
10	Parke-Davis India ltd	101.04	114.34	140.12	150.77	164.77	176.19	179.53	209.43	215.84	238.23
11	Pfizer ltd	119.84	140.54	171.27	213.84	243.75	254.71	273.97	164.83	264.28	330.25
	TOTAL	1630.17	1849.90	2157.18	2482.57	2598.43	2509.54	3093.27	3360.94	3776.37	4057.61
COST OF GOODS SOLD											
1	Abbott laboratories	27.35	33.21	42.3	42.1	46.54	52.56	57.47	65.54	73.36	80.74
2	Aventis pharma	247.44	229.23	240.02	280.31	233.33	271.74	299.6	431.83	445.48	415.69
3	Burrough Wellcome	78.1	97.45	121.07	142.74	143.66	96.01	155.69	147.56	149.99	139.38
4	Duphar-interfran ltd	31.85	40.27	45.69	50.95	47.76	64.93	36.5	39.92	46.46	53.49
5	E Merck India ltd	68.03	78.55	94.27	96.05	113.99	130.79	155.87	164.57	194.78	220.94
6	German Remedies ltd	57.82	64.01	77.44	80.35	91.26	98.47	113.79	124.19	147.68	167.61
7	Glaxo India ltd	319.13	396.96	431.93	486.15	493.89	344.96	518.74	569.56	631.38	720.78
8	Knoll Pharma ltd	70.73	87.01	110.41	120.52	164.32	143.5	191.56	194.17	208.78	230.81
9	Novartis India ltd	215.51	260.06	313.44	341.65	383.1	418.63	474.36	501.24	540.71	594.46
10	Parke-Davis India ltd	73.55	83.69	96.65	102.89	110.15	119.45	115.22	140.67	141.08	148.61
11	Pfizer ltd	102.29	124.58	141.99	171.89	194.94	200.46	209.91	118.22	206.23	231.87
	TOTAL	1291.80	1495.02	1715.21	1915.60	2022.94	1941.50	2328.71	2497.47	2785.93	3004.38

APPENDIX -I (Contd.)

NO	COMPANIES / YEARS	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00
GROSS PROFIT											
1	Abbott laboratories	5.31	5.15	6.69	9.84	10.9	7.66	11.6	14.99	28.26	32.96
2	Aventis pharma	54.82	45.94	53.75	83.04	76.95	83.93	108.6	131.95	88.16	121.29
3	Burrough Wellcome	15.88	17.68	20.62	26.72	32.23	13.3	29.02	42.42	55.59	61.25
4	Duphar-interfran ltd	7.88	8.98	10.06	11.31	11.91	3.29	7.31	9.73	18.3	24.16
5	E Merck India ltd	17.06	17.97	25.78	25.67	38.3	46.07	50.24	58.53	66.06	58.86
6	German Remedies ltd	10.38	8.77	13.07	21.99	25.12	25.54	29.65	41.4	52.95	55.74
7	Glaxo India ltd	97.29	96.81	122.3	144.83	123.94	115.12	187.6	192.85	241.09	174.98
8	Knoll Pharma ltd	26.89	31.14	36.66	54.66	66.49	64.74	73.29	84.16	90.39	99.14
9	Novartis India ltd	58.02	75.83	80.29	99.08	86.22	97.4	138.88	172.07	216.83	236.85
10	Parke-Davis India ltd	27.49	30.65	43.47	47.88	54.62	56.74	64.31	68.76	74.76	89.62
11	Pfizer ltd	17.55	15.96	29.28	41.95	48.81	54.25	64.06	46.61	58.05	98.38
	TOTAL	338.37	354.88	441.97	566.97	575.49	568.04	764.56	863.47	990.44	1053.23
OPERATING EXPENSES											
1	Abbott laboratories	3.51	3.54	4.49	5.58	6.02	8.17	7.5	10.58	25.71	29.77
2	Aventis pharma	37.06	33.75	36.01	51.32	48.17	52.09	71.5	92.13	65.72	94.6
3	Burrough Wellcome	8.64	10.37	12.39	14.36	17.99	14.42	16.56	18.56	22.1	27.63
4	Duphar-interfran ltd	4.52	5.5	5.93	7.14	7.01	8.52	8.37	8.39	10.86	11.95
5	E Merck India ltd	9.99	12.18	12.37	13.26	15.68	18.83	20.91	26.51	29.93	30.93
6	German Remedies ltd	7.39	7.6	8.35	8.97	9.73	10.84	11.85	13.31	16.04	16.03
7	Glaxo India ltd	71.1	75.42	87.68	105.93	100.12	77.78	118.32	135.4	156.51	111.62
8	Knoll Pharma ltd	17.02	20.86	26.78	36.35	41.85	39.67	44.97	51.26	53.82	61.9
9	Novartis India ltd	31.08	38.64	37.09	46.4	53.85	51.16	107.8	110.33	118.93	112.82
10	Parke-Davis India ltd	20.53	23.97	29.19	31.93	37.64	39.2	45.7	54.84	59.44	68.87
11	Pfizer ltd	9.78	13.04	13.76	21.85	30.59	31.83	38.26	27.48	41.9	51.68
	TOTAL	220.62	244.87	274.04	343.09	368.65	352.51	491.74	548.79	600.96	617.80

APPENDIX -I (Contd)

NO	COMPANIES / YEARS	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00	(Rs. In Crores)
NON-OPERATING INCOME												
1	Abbott laboratories	0.14	0.16	0.23	1.56	0.52	1.23	1.16	0.3	0.78	0.43	
2	Aventis pharma	5.42	6.86	3.89	6.8	6.68	8.01	8.38	19.73	19.88	27.91	
3	Burrough Wellcome	1.85	1.11	1.6	2.32	4.44	2.49	8.64	7.78	8.69	16.7	
4	Duphar-interfran ltd	0.38	0.45	0.45	0.55	0.44	42.33	7.56	4.34	5.9	6.42	
5	E Merck India ltd	1.12	2.19	2.45	4.13	3.27	4.84	5.21	3.12	5.74	4.71	
6	German Remedies ltd	2.79	4.18	2.09	1.5	1.98	2.38	1.63	1.84	2.13	2.77	
7	Glaxo India ltd.	6.78	8.71	10.85	15.13	117.65	113.87	25.19	25.94	44.71	52.49	
8	Knoll Pharma ltd	1.84	3.22	3.34	5.8	9.83	4.35	12.59	36.44	11.52	43.51	
9	Novartis India ltd	4.26	2.71	5.76	6.64	113.5	10.83	22.75	20.96	25.72	40.07	
10	Parke-Davis India ltd	0.46	1.82	1.01	0.94	2.25	8.19	1.36	2.07	2.3	3.89	
11	Pfizer ltd	1.39	4.43	1.75	4.65	1.71	3.75	10.88	7.2	10.37	9.74	
	TOTAL	26.43	35.84	33.42	50.02	262.27	202.27	105.35	129.72	137.74	208.64	
NON-OPERATING EXPENSES.												
1	Abbott laboratories	0.00	0.00	0.00	0.00	0.00	0.00	2.60	1.81	0.00	0.06	
2	Aventis pharma	0.00	0.02	0.00	0.00	0.25	0.00	0.50	1.01	0.00	0.00	
3	Burrough Wellcome	1.20	0.00	0.00	0.01	0.23	0.23	0.24	0.05	4.02	0.00	
4	Duphar-interfran ltd	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.37	0.60	
5	E Merck India ltd	0.00	0.15	0.07	0.64	3.57	1.79	0.03	0.41	0.10	0.85	
6	German Remedies ltd	0.00	0.00	0.00	0.00	0.01	0.79	0.00	0.00	0.00	0.67	
7	Glaxo India ltd	0.75	1.00	1.79	0.00	0.09	0.09	0.00	0.00	0.00	0.00	
8	Knoll Pharma ltd	0.21	0.00	0.06	7.46	24.65	11.33	7.44	0.02	13.44	0.61	
9	Novartis India ltd	0.15	0.00	5.96	13.62	0.02	2.94	0.00	4.68	1.92	0.00	
10	Parke-Davis India ltd	0.02	0.00	0.02	0.00	0.00	12.67	0.01	0.02	0.00	0.00	
11	Pfizer ltd	0.00	0.00	1.76	0.00	0.00	0.00	1.31	0.12	0.00	0.01	
	TOTAL	2.33	1.17	9.66	21.73	28.82	29.84	12.13	8.12	23.85	2.80	

APPENDIX -I (Contd.)

(Rs. In Crores)

NO.	COMPANIES / YEARS	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00
PBIT											
1	Abbott laboratories	194	177	243	582	540	072	266	290	333	356
2	Aventis pharma	23.18	19.03	21.63	38.52	35.21	39.85	44.98	58.54	42.32	54.60
3	Burrough Wellcome	7.89	8.42	9.83	14.67	18.45	1.14	20.86	31.59	38.16	50.32
4	Duphar-interfran ltd	3.54	3.93	4.58	4.72	5.34	37.10	6.50	5.68	8.97	18.03
5	E Merck India ltd	8.19	7.83	15.79	15.90	22.32	30.29	34.51	34.73	41.77	31.79
6	German Remedies ltd	5.78	5.35	6.81	14.52	17.36	16.29	19.43	29.93	39.04	41.81
7	Glaxo India ltd	32.22	29.10	43.68	54.03	141.38	151.12	94.47	83.39	129.29	115.85
8	Knoll Pharma ltd	11.50	13.50	13.16	16.65	9.82	18.09	33.47	69.32	34.65	80.14
9	Novartis India ltd	31.05	39.90	43.00	45.70	145.85	54.13	53.83	78.02	121.70	164.10
10	Parke-Davis India ltd	7.40	8.50	15.27	16.89	19.23	13.06	19.96	15.97	17.62	24.64
11	Pfizer ltd	9.16	7.35	15.51	24.75	19.93	26.17	35.37	26.21	26.52	56.43
	TOTAL	141.85	144.68	191.69	252.17	440.29	387.96	366.04	436.28	503.37	641.27
INTEREST											
NO	COMPANIES / YEARS	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00
1	Abbott laboratories	14	136	111	068	041	062	285	301	295	157
2	Aventis pharma	15.25	14.4	16.31	15.65	6.13	10.56	10.73	12.87	14.39	9.25
3	Burrough Wellcome	3.97	4.72	5.83	6.18	5.22	4.72	4.52	3.42	3.19	2.73
4	Duphar-interfran ltd	1.66	1.98	2.69	2.95	3.15	3.19	1.28	0.93	0.9	1.04
5	E Merck India ltd	5.88	9.39	14.09	10.89	7.28	8.19	7.28	5.25	4.78	3.36
6	German Remedies ltd	2.82	4.24	5.99	4.6	2.72	2.93	2.64	2.64	1.77	1.36
7	Glaxo India ltd	15.72	18.65	23.05	18.22	12.5	7.95	10.07	11.24	9.25	10.9
8	Knoll Pharma ltd	1.84	2.72	2.24	2.73	2.56	2.47	3.49	0.44	0.54	2.28
9	Novartis India ltd	3.56	8.35	12.02	12.03	8.94	8.39	17.22	9.68	4.54	2.18
10	Parke-Davis India ltd	0.99	1.47	1.53	1.67	1.87	2.59	3.41	7.51	9.79	5.9
11	Pfizer ltd	2.76	3.73	7.63	6.94	7.87	7.63	6.04	3.4	4.33	2.78
	TOTAL	55.85	71.01	92.49	82.54	58.65	59.24	69.53	60.39	56.43	43.35

APPENDIX -I (Contd.)												(Rs. In Crores)	
NO	COMPANIES / YEARS	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00		
NET PROFIT AFTER TAX													
1	Abbott laboratories	0.53	0.41	1.29	3.34	2.88	0.1	-0.19	-0.11	0.34	1.75		
2	Aventis pharma	6.68	4.63	3	9.45	17.78	17.92	20.25	32.11	20.43	27.45		
3	Burrough Wellcome	2.15	2.16	3.01	5.46	8.7	-3.58	9.54	18.02	20.91	29.34		
4	Duphar-interfran ltd	1.16	1.09	1.06	0.84	1.26	33.91	3.9	3.28	3.82	11.29		
5	E Merck India ltd	1.95	-1.56	1.7	4.66	8	13.36	16.35	19.48	26.99	18.13		
6	German Remedies ltd	2.34	1.11	0.79	6.08	9.52	8.51	11.68	20.97	27.27	32.45		
7	Glaxo India ltd	10.60	4.95	10.33	20.88	85.14	102.87	47.90	41.19	86.64	77.06		
8	Knoll Pharma ltd	5.79	5.93	5.93	8.07	7.21	10.1	20.48	49.94	27.04	68.51		
9	Novartis India ltd	14.99	15.84	14.23	14.84	121.7	23.76	18.61	38.34	74.66	103.42		
10	Parke-Davis India ltd	3.31	3.35	6.61	7.08	9.71	7.57	10.1	7.58	6.93	16.61		
11	Pfizer ltd	3.49	2.64	3.24	10.51	8.1	10.69	19	13.78	12.58	30.93		
TOTAL		52.99	40.55	51.19	91.21	280	225.21	177.62	244.58	307.61	416.94		
EQUITY DIVIDENDS													
1	Abbott laboratories	0	0	0.27	0.34	0.34	0	0	0	0.28	0.74		
2	Aventis pharma	1.92	1.92	1.92	2.47	6.91	8.06	9.21	9.21	10.36	10.36		
3	Burrough Wellcome	0.99	0.99	1.08	1.47	1.87	0.56	3.44	3.67	4.59	5.5		
4	Duphar-interfran ltd	0.28	0.32	0.32	0.32	0.32	0.48	0.63	0.63	1.26	1.26		
5	E Merck India ltd	1.19	0.61	0.44	2.36	3.37	3.71	4.55	5.39	6.24	7.08		
6	German Remedies ltd	0.72	0.59	0.33	1.14	1.65	2.06	2.47	3.71	5.77	7.42		
7	Glaxo India ltd	5.4	3.6	5.4	8.61	63.12	60.97	23.91	23.91	29.89	35.87		
8	Knoll Pharma ltd	2.59	2.75	2.92	3.08	3.4	2.83	5.26	6.48	10.53	65.61		
9	Novartis India ltd	5.84	6.37	6.64	7.44	8.77	10.09	10.19	12.74	27.08	47.79		
10	Parke-Davis India ltd	2.89	2.89	3.62	4.22	4.82	5.42	6.03	6.03	6.03	6.03		
11	Pfizer ltd	2.34	1.17	2.34	3.52	1.76	3.51	4.69	3.52	4.69	5.86		
TOTAL		24.16	21.21	25.28	34.97	96.33	97.69	70.38	75.29	106.72	193.52		

APPENDIX -I (Contd.)												(Rs. In Crores)	
NO.	NAME OF COMPANY	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00		
DEPRECIATION													
1	Abbott laboratories	0.47	0.47	0.48	0.52	0.56	0.55	0.7	0.59	0.59	0.75		
2	Aventis pharma	5.29	6.99	8.14	8.86	7.45	9.32	10.74	13.1	11	11.12		
3	Burrough Wellcome	0.73	0.9	0.91	1.03	1.14	0.88	1.29	2.28	2.29	2.24		
4	Duphar-interfran ltd	0.71	0.81	0.91	1.07	1.02	1.22	0.81	0.79	0.81	0.76		
5	E Merck India ltd	1.55	1.96	2.84	2.96	2.91	3.48	4.08	4.79	6.91	8.29		
6	German Remedies ltd	1.11	1.51	1.65	1.8	2.13	2.16	2.56	2.88	4.85	6.36		
7	Glaxo India ltd	9.77	11.16	11.48	13.16	12.34	9.05	12.01	13.33	14.19	16.21		
8	Knoll Pharma ltd	1.7	2.13	1.99	1.86	1.61	1.38	3.79	5.99	5.28	5.09		
9	Novartis India ltd	6.44	7.12	18.19	9.99	11.86	14.28	12.83	14.56	14.16	17.65		
10	Parke-Davis India ltd	0.88	0.97	1.15	1.36	1.35	1.41	3.07	6.44	6.68	7.98		
11	Pfizer ltd	1.69	1.83	2.88	3.11	3.55	3.62	4.37	3.19	9.67	7.68		
	TOTAL	30.34	35.85	50.62	45.72	45.92	47.35	56.25	67.94	76.43	84.13		
COST OF PRODUCTION													
1	Abbott laboratories	24.41	29.21	42.76	38.74	39.14	41.4	36.75	41.98	48.81	50.11		
2	Aventis pharma	184.32	175.47	201.84	272.79	217.43	243.82	277.11	380.99	314.18	330.23		
3	Burrough Wellcome	69.65	91.83	99.89	115.85	124.38	84.27	131.6	131.12	124.86	125.46		
4	Duphar-interfran ltd	29.23	37.4	40.01	47.29	45.6	56.26	30.91	32.72	37.74	36.06		
5	E Merck India ltd	67.67	76.72	93.66	83.64	110.3	107.64	132.13	138.26	140.59	156.38		
6	German Remedies ltd	55.07	65.74	71.76	79.95	86.76	99.19	106.31	117.87	142.56	155.14		
7	Glaxo India ltd	264.46	328.62	365.51	396.14	375.3	276.05	382.67	437.17	448.68	503.72		
8	Knoll Pharma ltd	64.17	81.94	98.63	104.05	109.76	82.71	100.19	103.13	100.45	110.21		
9	Novartis India ltd	134.64	158.21	151.44	149.79	151.17	168.76	300.44	300.27	320.66	329.54		
10	Parke-Davis India ltd	71.32	77.51	84.87	85.54	101.24	98.33	98.48	89.19	75.36	87.6		
11	Pfizer ltd	90.8	106.33	140.06	169.78	178.56	183.94	191.98	105.43	187.3	205.55		
	TOTAL	1055.74	1228.98	1390.43	1543.56	1539.64	1442.37	1788.57	1878.13	1941.19	2090.00		

SOURCE: ANNUAL REPORTS OF SELECTED MULTINATIONAL DRUGS AND PHARMACEUTICAL COMPANIES DURING THE PERIOD 1990-91 TO 1999-00