

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

COMPANY	RANK 2015 (2014)	2015	2014	CHANGE FROM 2014	COMPANY	RANK 2015 (2014)	2015	2014	CHANGE FROM 2014
Pfizer¹	1 (1)	45,456.0	48,743.0	-6.7%	Merck KGaA	26 (25)	7,695.2	7,687.2	0.1%
Novartis	2 (2)	43,415.0	46,564.0	-6.8%	Valeant Pharmaceuticals	27 (22)	7,214.7	9,237.1	-21.9%
Roche	3 (4)	38,791.0	39,476.6	-1.7%	Shire	28 (30)	6,151.5	5,898.7	4.3%
Sanofi	4 (3)	38,335.1	42,126.6	-9.0%	CSL	29 (31)	5,628.0	5,335.0	5.5%
Merck & Co	5 (5)	36,171.0	36,839.6	-1.8%	Eisai	30 (32)	4,526.5	5,195.6	-12.9%
Gilead Sciences²	6 (9)	32,151.0	24,890.0	29.2%	Servier⁵	31 (28)	4,328.3	6,139.7	-29.5%
Johnson & Johnson	7 (6)	31,430.0	32,313.0	-2.7%	Sun Pharmaceutical⁶	32 (34)	4,104.0	4,299.0	-4.5%
GlaxoSmithKline	8 (7)	27,269.0	30,762.6	-11.4%	Abbott Laboratories	33 (36)	3,720.0	3,710.8	0.2%
AstraZeneca	9 (8)	23,641.0	26,095.0	-9.4%	Menarini	34 (33)	3,691.2	4,468.7	-17.4%
AbbVie	10 (10)	22,859.0	20,452.4	11.8%	Mitsubishi Tanabe Pharma	35 (37)	3,532.5	3,445.9	2.5%
Amgen	11 (12)	20,944.0	19,327.0	8.4%	Endo International	36 (35)	3,268.7	3,882.7	-15.8%
Teva Pharmaceutical Industries	12 (11)	19,652.0	20,272.0	-3.1%	Dainippon Sumitomo Pharma	37 (38)	2,982.1	3,132.0	-4.8%
Novo Nordisk	13 (17)	16,057.8	15,414.0	4.2%	Mallinckrodt⁷	38 (55)	2,874.4	1,612.9	78.2%
Eli Lilly	14 (14)	15,969.6	16,480.6	-3.1%	Aspen	39 (43)	2,831.4	2,307.5	22.7%
Bayer	15 (15)	15,254.3	16,005.0	-4.7%	Fresenius Kabi⁸	40 (40)	2,695.7	2,409.8	11.9%
Allergan³	16 (13)	15,071.0	19,074.4	-21.0%	Regeneron Pharmaceuticals	41 (45)	2,689.5	2,152.1	25.0%
Takeda	17 (18)	14,931.0	15,294.2	-2.4%	Alexion Pharmaceuticals	42 (44)	2,604.0	2,233.7	16.6%
Bristol-Myers Squibb	18 (16)	14,045.0	15,879.0	-11.5%	STADA⁹	43 (39)	2,347.4	2,682.0	-12.5%
Boehringer Ingelheim	19 (19)	12,431.0	14,091.8	-11.8%	Kyowa Hakko Kirin¹⁰	44 (41)	2,307.3	2,396.7	-3.7%
Astellas	20 (20)	11,340.3	11,815.3	-4.0%	Baxter International¹¹	45 (29)	2,297.0	6,100.0	-62.3%
Mylan⁴	21 (26)	9,362.6	7,646.5	22.4%	Lundbeck	46 (42)	2,171.3	2,396.0	-9.4%
Biogen Idec	22 (21)	9,188.5	9,398.8	-2.2%	Actelion	47 (46)	2,121.3	2,140.4	-0.9%
Celgene	23 (27)	9,161.0	7,563.8	21.1%	Ferring	48 (47)	1,997.7	1,990.0	0.4%
Daiichi Sankyo	24 (23)	8,148.9	8,709.2	-6.4%	Cipla¹²	49 (51)	1,960.5	1,784.4	9.9%
Otsuka Pharmaceutical	25 (24)	8,028.0	8,369.4	-4.1%	Dr Reddy's¹³	50 (48)	1,880.3	1,976.8	-4.9%

¹ Pfizer's acquisition of Hospira raised it to #1 in 2014²HCV franchise growth³Excludes generics division divested to Teva⁴Acquired Abbott Lab's developed markets branded generics business⁵17% fall in euro/\$ exchange rate⁶Excludes API (5%)⁷Specialty and generics⁸Fresenius Kabi division⁹17% fall in euro/\$ exchange rate¹⁰Excludes Biochemicals segment¹¹Integrated Pharmacy Solutions; divestment of Baxalta¹²Not API¹³Global Generics

COMPANY	RANK 2015 (2014)	2015	2014	CHANGE FROM 2014
Lupin¹⁴	51 (49)	1,793.5	1,870.2	-4.1%
Chiesi	52 (52)	1,628.3	1,783.3	-8.7%
Ipsen	53 (53)	1,602.5	1,673.4	-4.2%
Shionogi	54 (50)	1,584.5	1,810.3	-12.5%
Apotex	55 (58)	1,565.2	1,520.0	3.0%
Santen Pharmaceutical¹⁵	56 (68)	1,499.0	1,289.3	16.3%
United Therapeutics	57 (70)	1,465.8	1,279.5	14.6%
Hikma Pharmaceuticals¹⁶	58 (59)	1,440.0	1,489.0	-3.3%
Ono Pharmaceutical	59 (69)	1,431.1	1,286.2	11.3%
Zhejiang Hisun Pharma	60 (54)	1,408.2	1,619.7	-13.1%
Meda¹⁷	61 (56)	1,397.9	1,536.0	-9.0%
Meiji Holdings¹⁸	62 (62)	1,359.3	1,338.9	1.5%
Gruenthal	63 (57)	1,345.1	1,534.4	-12.3%
Jazz Pharmaceuticals	64 (74)	1,314.8	1,162.7	13.1%
Merz	65 (63)	1,284.1	1,321.2	-2.8%
Leo Pharma¹⁹	66 (61)	1,258.3	1,421.5	-11.5%
Cadila	67 (75)	1,245.3	1,156.1	7.7%
Teijin Pharma	68 (66)	1,218.5	1,314.8	-7.3%
Kowa Pharmaceutical	69 (67)	1,200.0	1,294.0	-7.3%
Nichi-Iko Pharmaceutical	70 (73)	1,185.6	1,203.3	-1.5%
Glenmark Pharmaceuticals	71 (78)	1,183.9	1,081.4	9.5%
Aurobindo²⁰	72 (83)	1,113.3	1,024.2	8.7%
Gedeon Richter	73 (65)	1,106.3	1,314.9	-15.9%
KRKA²¹	74 (64)	1,078.2	1,316.2	-18.1%
Sawai Pharmaceutical	75 (84)	1,020.2	999.0	2.1%

¹⁴Generics, 91% of business

¹⁵Prescription drugs, excludes OTC

¹⁶Branded division (40% of sales, generics and injectables)

¹⁷60% of Meda sales are Rx

¹⁸Pharma 13% of total sales

¹⁹Formulations businesses

²⁰Formulations, 80% of sales

²¹Sales 20% down, falls in Eastern Europe

²²Alfa Wasserman merged with Sigma Tau

²³Finished drug Business

²⁴Prescription Pharma and Specialty Sciences (Tysabri)

²⁵Increase in Kalydeco sales; launch of Orkambi

²⁶Includes API and intermediates

COMPANY	RANK 2015 (2014)	2015	2014	CHANGE FROM 2014
Indivior	76 (77)	1,014.0	1,115.0	-9.1%
AlfaSigma²²	77 (81)	1,009.9	1,053.9	-4.2%
China Pharmaceutical Group²³	78 (89)	1,005.4	866.1	16.1%
Perrigo²⁴	79 (87)	1,001.1	927.1	8.0%
Vertex Pharmaceuticals²⁵	80 (120)	1,000.3	487.8	105.1%
Pierre Fabre	81 (72)	997.7	1,216.0	-18.0%
Yuhan Pharmaceutical²⁶	82 (86)	990.3	966.6	2.5%
Hanmi Pharm²⁷	83 (100)	983.5	723.2	36.0%
Hisamitsu²⁸	84 (60)	968.2	1,484.8	-34.8%
Recordati²⁹	85 (71)	966.2	1,267.6	-23.8%
Esteve	86 (80)	965.5	1,070.0	-9.8%
Torrent Pharmaceuticals³⁰	87 (94)	947.8	763.0	24.2%
Kyorin	88 (79)	939.6	1,071.6	-12.3%
Orion Pharma³¹	89 (76)	939.3	1,139.8	-17.6%
Green Cross	90 (88)	925.7	926.6	-0.1%
Akorn³²	91 (115)	924.5	542.8	70.3%
Shanghai Pharmaceutical³³	92 (91)	921.7	827.7	11.4%
Taisho Pharmaceutical³⁴	93 (85)	885.6	970.8	-8.8%
BioMarin Pharmaceutical	94 (96)	884.5	738.4	19.8%
Galenica AG³⁵	95 (113)	878.0	550.0	59.6%
Amneal Pharmaceuticals	96 (97)	875.0	735.0	19.0%
Impax Laboratories³⁶	97 (108)	860.5	594.7	44.7%
Intas Pharmaceuticals³⁷	98 (90)	844.0	844.1	0.0%
Alvogen Pharmaceuticals³⁸	99 (110)	800.0	580.0	37.9%
Almirall	100 (82)	760.2	1,045.3	-27.3%

²⁷Hanmi (not Beijing Hanmi)

²⁸Includes Rx segment and Noven

²⁹Not OTC

³⁰Excludes others/CRAMS

³¹Excludes diagnostics, animal health and contract manufacturing

³²Acquisitions of Betimol, Zioptan, Hi-Tech, VersaPharm, Xopenex, Lloyd Products

³³Biologicals and chemical drugs (not TCM)

³⁴Ethical drugs segment

³⁵Vifor Pharma division; excludes OTC

³⁶Impax Generics and Impax Specialty Pharma

³⁷FY 2014 data; no FY 2015-16

³⁸Company sources