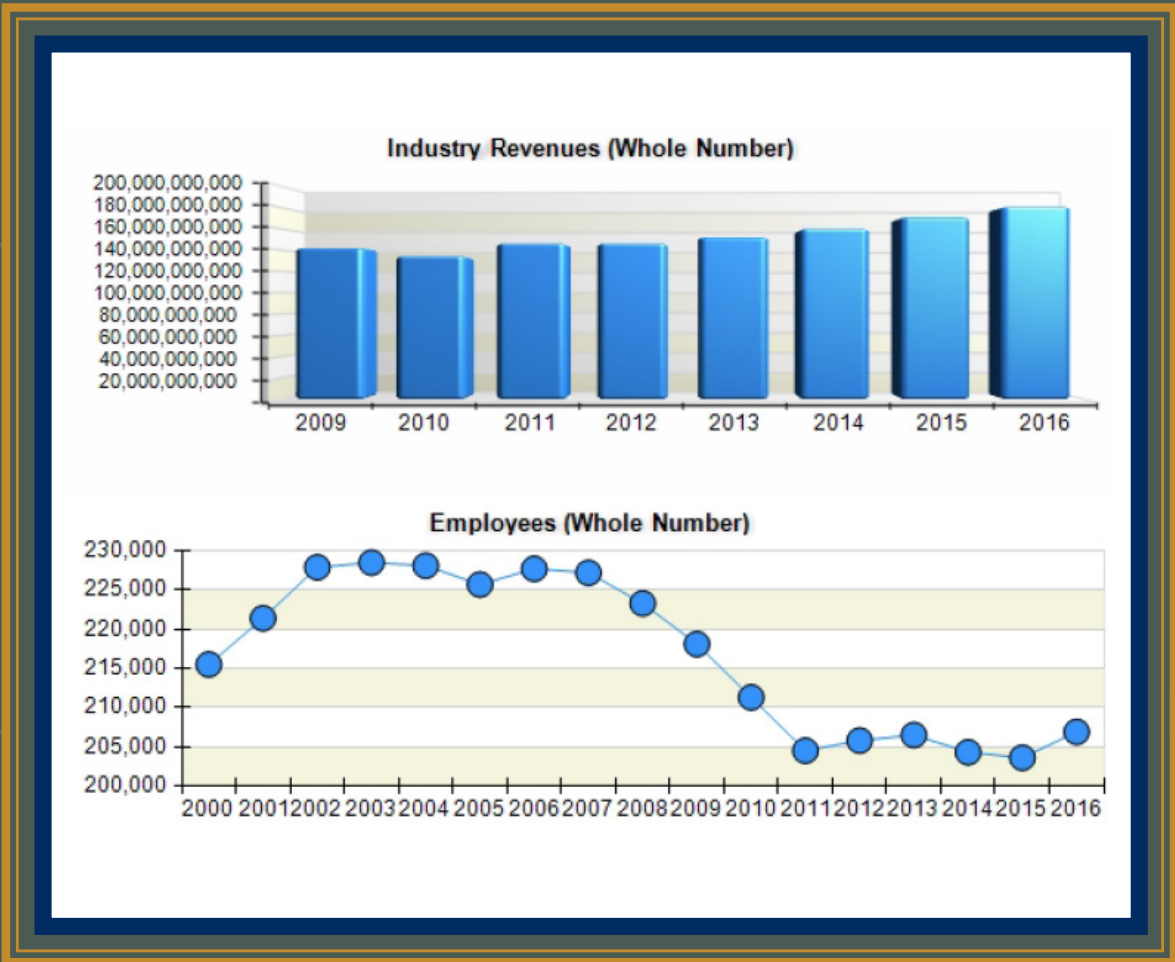




# PLUNKETT ANALYTICS™

ANALYTICS, DEEP FINANCIAL BENCHMARKS, METRICS AND REVENUE FORECASTS



# CORE BENEFITS TO CUSTOMER:

- Comprehensive overview of an industry's financial results, ratios and vital metrics in one package
- Benchmarking of:
  - a) deep financials of each of the leading companies
  - b) financial averages for all companies
  - c) this industry's ratios to all other industries
- Historical revenues, enterprises and sales per employee
- Current and forecast revenues and CAGR

2-MINUTE  
INTRODUCTION  
VIDEO



6-MINUTE  
HOW TO USE  
VIDEO



## TYPICAL TABLE *of* CONTENTS:

### INDUSTRY SUMMARY, CURRENT DATA

- Current year revenues
- Revenue forecast for 7 years with CAGR
- Historical revenues and CAGR
- CAGR, historic, through current year
- Current and historic employment data

### EMPLOYMENT AND ESTABLISHMENTS, 6-YEAR HISTORY

- Number of firms and establishments
- Employees, with annual growth rates
- Average annual sales per firm and per employee

### INDUSTRY FINANCIAL DATA, U.S., WITH REVENUE PROJECTIONS

- Historical revenues & annual growth rates, 7 years
- Projected revenues & annual growth rates, 7 years forward

### AVERAGE ANNUAL OPERATING RATIO ESTIMATES

- Income items, expenses, profits and taxes as a percent of total revenues for this industry compared to all industries

## BENCHMARKS

### THIS INDUSTRY COMPARED TO ALL INDUSTRIES

- Comparison of revenues, EBITDA, profits & income taxes for all companies within this industry to all industries

### INDUSTRY RESULTS, FOR PUBLICLY-HELD COMPANIES, 6-YEAR HISTORY

- All income statement items, including, COGS, SGA, R&D, & EBITDA, with ratios
- All balance sheet items
- All cash flow items

### TOP COMPANIES PROFILED & RANKED

- In-depth rankings and profiles, financial reports, ranks & executive lists for up to 10 top U.S.-based corporations

### TOP COMPANIES RANKED

- Company ranks for: market capitalization, employees, revenues, net income, income growth, ROI, ROA, and ROIC

### COMPARISON OF TOP PUBLICLY-HELD COMPANIES TO INDUSTRY AVERAGES, LATEST YEAR

- Benchmark specific top companies to financial averages for income statements, balance sheets and cash flow statements

## Industry Results, Publicly-Held Companies (U.S.) Averages

Average of Companies Reporting \$200,000 or More in Recent Revenues

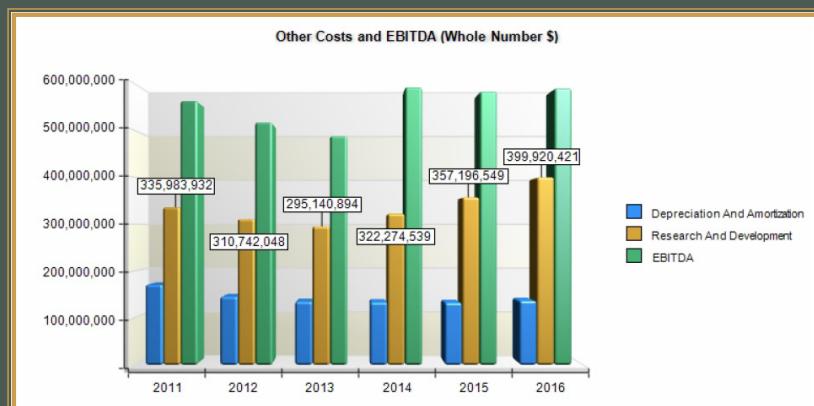
NAIC	325412
Title	Pharmaceuticals and Drug Manufacturing Industry (U.S.)

Income Statement (Whole \$) Note: Delays in reporting may affect latest year.

\$USD, In whole numbers, except marked * or %	2011 Average of 171 Companies	2012 Average of 189 Companies	2013 Average of 192 Companies	2014 Average of 193 Companies	2015 Average of 195 Companies	2016 Average of 192 Companies
Total Revenue	1,928,036,422	1,727,962,391	1,611,740,726	1,700,240,127	1,781,288,401	1,919,134,056
Cost of Revenue	551,673,858	486,963,649	456,582,120	466,431,341	475,811,396	886,065,562
%	25.27	24.75	25.38	24.87	25.19	44.96
Gross Profit	1,399,178,056	1,268,855,567	1,163,648,221	1,242,692,254	1,370,981,748	2,439,220,061
%	64.08	64.49	64.68	66.27	72.58	123.76
Operating Expenses						
SGA Expense	576,977,636	502,952,312	468,731,959	484,673,107	485,526,310	492,067,001
%	26.43	25.56	26.05	25.85	25.70	24.97
R&D Expense	337,826,919	312,378,980	296,738,849	324,007,197	357,196,549	399,920,421

View a 6-year history of average results for all items.

## AVERAGE COMPANY RESULTS FOR INCOME, BALANCE SHEET & CASH FLOW



Compare vital metrics and benchmarks by utilizing advanced analytics and visualization.

## NUMEROUS CHARTS & TABLES

### Top Companies Ranked, U.S.

(2016 or latest year available data)

This list may include private companies in the following categories: Total Revenue, Employee Count and Net Income. Also, the list may include companies in closely related sectors.

NAIC	325412
Title	Pharmaceuticals and Drug Manufacturing Industry (U.S.)

#### Company Ranks

##### Approximate Market Cap 2016 (Whole \$)

1. Johnson & Johnson	342,613,900,000
2. Pfizer Inc	223,732,300,000
3. Merck & Co Inc	180,850,800,000
4. Amgen Inc	130,006,000,000
5. Bristol-Myers Squibb Co	124,996,900,000
6. Gilead Sciences Inc	123,827,300,000
7. AbbVie Inc	107,858,400,000
8. Celgene Corporation	96,861,260,000
9. Eli Lilly and Company	92,803,140,000
10. Abbott Laboratories	77,898,130,000

##### Employee Count

1. Johnson & Johnson	126,400
2. Pfizer Inc	96,500
3. Abbott Laboratories	75,000
4. Merck & Co Inc	68,000
5. Eli Lilly and Company	41,975
6. AbbVie Inc	30,000
7. Alcon Inc	26,000
8. Bristol-Myers Squibb Co	25,000
9. Amgen Inc	19,200
10. Bayer Corporation	15,300

##### Total Revenue (Whole \$)

1. Johnson & Johnson	71,890,001,920
2. Pfizer Inc	52,823,998,464
3. Merck & Co Inc	39,807,000,576
4. Gilead Sciences Inc	30,389,999,616
5. AbbVie Inc	25,638,000,640
6. Amgen Inc	22,990,999,552
7. Eli Lilly and Company	21,222,100,992
8. Abbott Laboratories	20,853,000,152
9. Bristol-Myers Squibb Co	19,427,000,320
10. Genentech Inc	18,000,000,000

##### Net Income (Whole \$)

1. Johnson & Johnson	16,540,000,000
2. Gilead Sciences Inc	13,501,000,000
3. Amgen Inc	7,722,000,000
4. Pfizer Inc	7,215,000,000
5. AbbVie Inc	5,953,000,000
6. Bristol-Myers Squibb Co	4,457,000,000
7. Merck & Co Inc	3,920,000,000
8. Biogen Inc	3,702,800,000
9. Eli Lilly and Company	2,737,600,000
10. Celgene Corporation	1,999,200,000

##### 3-Year Revenue Growth (%)

1. Vericel Corporation	1,320
2. Imprius Pharmaceuticals Inc	1,159
3. Idera Pharmaceuticals Inc	601
4. Aratana Therapeutics Inc	579
5. Cerulean Pharma Inc	404
6. Lexicon Pharmaceuticals Inc	235
7. Acura Pharmaceuticals Inc	231
8. Spherix Inc	219
9. Innovia Inc	204
10. Tevresa Inc	203

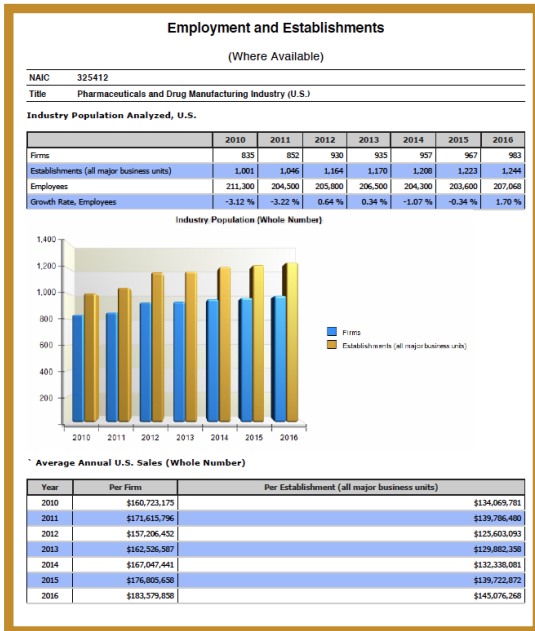
##### 3-Year Income Growth (%)

1. ANI Pharmaceuticals Inc	136
2. Gilead Sciences Inc	64
3. ImmuCell Corporation	63
4. United Therapeutics Corporation	60
5. Alcon Inc	52
6. Lanett Company Inc	50
7. Phibro Animal Health Corp	49
8. Sucampo Pharmaceuticals Inc	42
9. ScClone Pharmaceuticals Inc	41
10. Epandix Pharmaceuticals Inc	31

Company ranks for market capitalization, employees, revenues, net income, income growth, ROI, ROA, and ROIC.

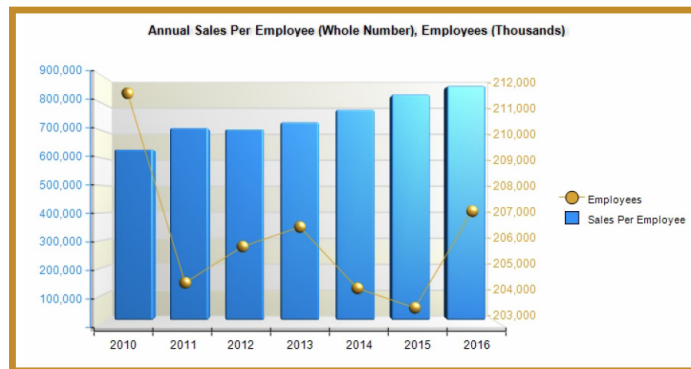
## TOP COMPANIES RANKED

# MARKET RESEARCH REPORTS UPDATED YEARLY FOR 500 U.S. INDUSTRY SECTORS



## EMPLOYMENT AND ESTABLISHMENTS, 8 - YEAR HISTORY.

- Number of firms and establishments
- Employees, with annual growth rates
- Average annual sales per firm and per employee



## INCLUDES EXTENSIVE CHARTS AND DATA VISUALIZATION.

Our charts will enable you to quickly grasp key trends.

### Revenues, Historical and Projected

NAIC 325412  
Title Pharmaceuticals and Drug Manufacturing Industry (U.S.)

Revenues - Historical (Millions of \$)

	2009	2010	2011	2012	2013	2014	2015	2016
Revenues	\$141,036	\$134,204	\$146,217	\$146,202	\$151,962	\$159,864	\$170,895	\$180,465
Growth Rate, Revenues	-3.25 %	-5.45 %	8.95 %	-0.01 %	3.94 %	5.20 %	6.90 %	5.60 %

Revenues - Projected (Millions of \$)

	2017	2018	2019	2020	2021	2022	2023	2024
Revenues	\$191,654	\$203,153	\$215,952	\$230,637	\$246,551	\$259,750	\$255,694	\$260,434
Growth Rate, Revenues	6.20 %	6.00 %	6.30 %	6.80 %	6.90 %	1.70 %	1.97 %	1.86 %

## REVENUE FORECASTS AND HISTORY.

Current year, 8 years history and 7 years forward forecast for revenues and compound annual growth rate.

### Average Annual Operating Ratio Estimates

Calculated on income tax filings for latest 6-year period that has been released by the Internal Revenue Service. If data is not available from IRS for this specific industry sector, then calculations are made using data for the nearest related industry code.

NAIC 325412  
Title Pharmaceuticals and Drug Manufacturing Industry (U.S.)  
(Data is based on the nearest related industry, 32541.)

Revenues (%)

	This Industry	All Industries
Total Revenues	100 %	100 %
Non-operating Receipts as % of total revenues:		
--Rents	0.04 %	0.51 %
--Interest	0.97 %	4.60 %
--Royalties	6.71 %	0.65 %
--Net Capital Gain (long-term and short-term)	1.39 %	0.57 %
--Net Gain on Noncapital Assets	0.29 %	0.32 %
--Dividends	3.49 %	0.53 %
--Other Income	6.80 %	4.26 %

Expenses as a % of Total Revenues

	This Industry	All Industries
Cost of Goods Sold	42.22 %	55.93 %
Officers Compensation	0.41 %	1.64 %
Other Salaries and Wages	11.11 %	9.55 %
Pensions, Profit Sharing and Stock Plans	1.23 %	0.61 %
Other Employee Benefits and Health Plans	1.97 %	1.25 %
Taxes Paid, General	1.30 %	1.87 %
Repairs	0.48 %	0.65 %
Bad Debts	0.05 %	0.93 %
Rent, Leases	0.61 %	1.72 %
Interest	3.93 %	3.13 %
Charitable Contributions	0.81 %	0.06 %
Advertising	3.07 %	0.95 %
Net Loss on Investments	0.27 %	0.24 %
Other Expenses	14.66 %	12.34 %
Amortization	1.56 %	0.71 %
Depreciation and Depletion	2.31 %	2.79 %

## ESTIMATED OPERATING RATIOS.

Covers a broad range of income and expense item estimates, as a percentage of total revenues. Includes benchmark of this industry to the average for all industries.