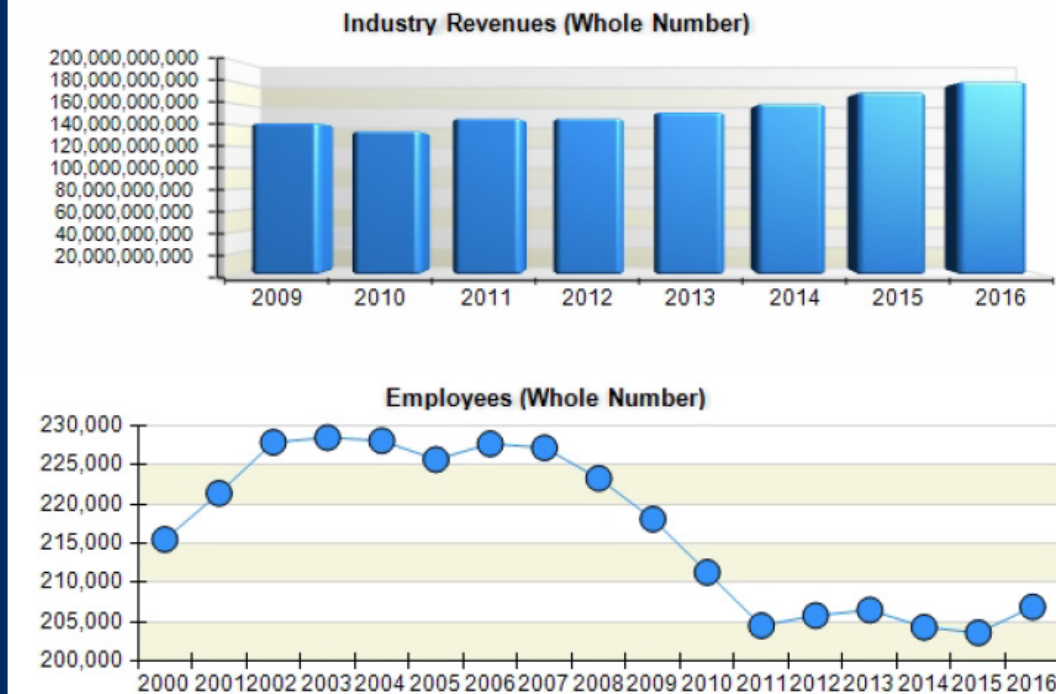




PLUNKETT ANALYTICS™

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.)

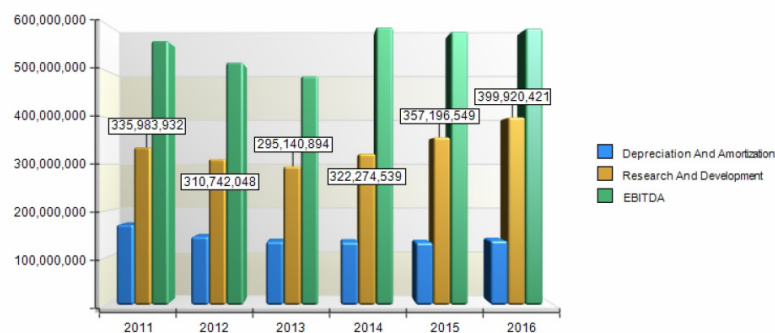
Income Statement (Whole \$) Note: Delays in reporting may affect latest year.

\$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

Other Costs and EBITDA (Whole Number \$)



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 \$)		Employee Count	
1. Johnson & Johnson	342,613,900,000	1. Johnson & Johnson	126,400
2. Pfizer Inc	223,732,300,000	2. Pfizer Inc	96,500
3. Merck & Co Inc	180,850,800,000	3. Abbott Laboratories	75,000
4. Amgen Inc	130,006,000,000	4. Merck & Co Inc	68,000
5. Bristol-Myers Squibb Co	124,996,900,000	5. Eli Lilly and Company	41,975
6. Gilead Sciences Inc	123,827,300,000	6. AbbVie Inc	30,000
7. AbbVie Inc	107,858,400,000	7. Alcon Inc	26,000
8. Celgene Corporation	96,861,260,000	8. Bristol-Myers Squibb Co	25,000
9. Eli Lilly and Company	92,803,140,000	9. Amgen Inc	19,200
10. Abbott Laboratories	77,898,130,000	10. Bayer Corporation	15,300
Total Revenue (Whole \$)		Net Income (Whole \$)	
1. Johnson & Johnson	71,890,001,920	1. Johnson & Johnson	16,540,000,000
2. Pfizer Inc	52,823,998,464	2. Gilead Sciences Inc	13,501,000,000
3. Merck & Co Inc	39,807,000,576	3. Amgen Inc	7,722,000,000
4. Gilead Sciences Inc	30,389,999,616	4. Pfizer Inc	7,215,000,000
5. AbbVie Inc	25,638,000,640	5. AbbVie Inc	5,953,000,000
6. Amgen Inc	22,990,999,552	6. Bristol-Myers Squibb Co	4,457,000,000
7. Eli Lilly and Company	21,222,100,992	7. Merck & Co Inc	3,920,000,000
8. Abbott Laboratories	20,853,000,152	8. Biogen Inc	3,702,800,000
9. Bristol-Myers Squibb Co	19,427,000,320	9. Eli Lilly and Company	2,737,600,000
10. Genentech Inc	18,000,000,000	10. Celgene Corporation	1,999,200,000
3-Year Revenue Growth (%)		3-Year Income Growth (%)	
1. Vericel Corporation	1,320	1. ANI Pharmaceuticals Inc	136
2. Impinix Pharmaceuticals Inc	1,159	2. Gilead Sciences Inc	64
3. Idera Pharmaceuticals Inc	601	3. ImmuCell Corporation	63
4. Aratana Therapeutics Inc	579	4. United Therapeutics Corporation	60
5. Cerulean Pharma Inc	404	5. Alkermes Inc	52
6. Lexicon Pharmaceuticals Inc	235	6. Lannett Company Inc	50
7. Acura Pharmaceuticals Inc	231	7. Phibro Animal Health Corp	49
8. Spherix Inc	219	8. Sucampo Pharmaceuticals Inc	42
9. Innovia Inc	204	9. SocioGen Pharmaceuticals Inc	41
10. Tevosa Inc	203	10. Epaxia Pharmaceuticals Inc	31

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

TOP COMPANIES RANKED

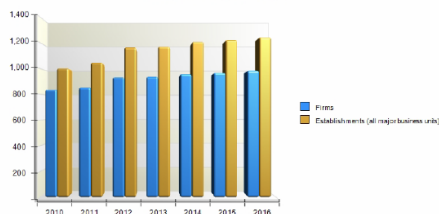
MARKET RESEARCH REPORTS UPDATED YEARLY FOR 500 U.S. INDUSTRY SECTORS

Employment and Establishments

(Where Available)

NAIC	325412						
Title	Pharmaceuticals and Drug Manufacturing Industry (U.S.)						
Industry Population Analyzed, U.S.							
	2010	2011	2012	2013	2014	2015	2016
Firms	835	852	930	935	957	967	963
Establishments (all major business units)	1,001	1,046	1,164	1,170	1,208	1,223	1,244
Employees	211,300	204,500	205,800	206,500	204,300	203,600	207,068
Growth Rate, Employees	-3.12 %	-3.22 %	0.64 %	0.34 %	-1.07 %	-0.34 %	1.70 %

Industry Population (Whole Number)



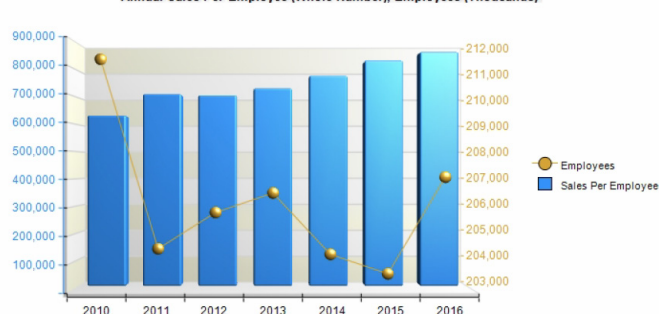
Average Annual U.S. Sales (Whole Number)

Year	Per Firm	Per Establishment (all major business units)
2010	\$160,723,175	\$134,069,781
2011	\$171,615,796	\$139,706,480
2012	\$157,206,432	\$125,603,093
2013	\$162,526,587	\$129,882,358
2014	\$167,047,441	\$132,338,081
2015	\$176,805,658	\$139,722,872
2016	\$183,579,858	\$145,076,268

EMPLOYMENT AND ESTABLISHMENTS, 8 - YEAR HISTORY.

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

Annual Sales Per Employee (Whole Number), Employees (Thousands)



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	\$141,936	\$134,204	\$146,217	\$146,202	\$151,962	\$159,864	\$170,895	\$180,446
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	\$255,684	\$260,433
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.

NAIC325412

TitlePharmaceuticals 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.