

Financial Information for Selected Drug Manufacturers, in U.S. dollars (in millions)

	Aventis Pharma*	Bristol Myers	GlaxoWellcome	Lilly & Co.	Merck	Pharmacia & Upjohn	Pfizer	TOTALS
1999								
Sales	11,684.5	20,222.0	13,753.8	10,002.9	32,714.0	7,253.0	16,204.0	100,149.7
Net Income (Profit)	n/a	4,167.0	4,571.6	2,721.0	8,619.5	1,147.0	3,179.0	24,405.1
R&D	2,045.9	1,843.0	2,055.8	1,783.6	2,068.3	1,434.0	2,776.0	11,960.7
R&D/Sales	17.5%	9.1%	14.9%	17.8%	6.3%	19.8%	17.1%	11.9%
1998								
Sales	10,934.7	18,284.0	13,251.8	9,236.8	26,898.2	6,758.0	13,544.0	87,972.8
Net Income (Profit)	n/a	3,141.0	4,357.5	2,097.9	8,113.1	977.0	3,351.0	22,037.5
R&D	1,901.3	1,577.0	1,930.6	1,738.9	1,821.1	1,199.0	2,279.0	10,545.6
R&D/Sales	17.4%	8.6%	14.6%	18.8%	6.8%	17.7%	16.8%	12.0%
Percentage Change, 1998-1999								
Sales	6.86%	10.60%	3.79%	8.29%	21.62%	7.32%	19.64%	13.84%
Net Income (Profit)	n/a	32.66%	4.91%	29.70%	6.24%	17.40%	-5.13%	10.74%
R&D	7.61%	16.87%	6.49%	2.57%	13.57%	19.60%	21.81%	13.42%
Ranking Among Med- Drugs Industry (130)**	93	94	105	95	55	69	90	

Representative Debbie Hayes Karen Gillespie Gary Blalock John Barganier Bob Kincaid Bob Broadus Sandy Johnson

NOTE: Net Income refers to Sales less Operating Costs, Research & Development Costs, and Other Income Expenses.

*Aventis' financials were reported in Euros. Conversions were made on 10/23/00 according to exchange rate calculator at <http://www.xe.net/ucc/>.
Aventis did not report net income on its financials, rather it reported Earnings Before Interest, Taxes, Depreciation, and Amorization (EBITDA).
Aventis did report net income for the its Life Sciences group (inclusive of Pharma and Agriculture): -\$1,678.6 million in 1999, resulting from an acquisition.

**All research data is provided by Zacks Investment Research, based solely upon research information provided by third party analysts.

	A	B
1	16204	16204
2	-4448	-2776
3	-1244	-1561
4	-20	-1148
5	10492	-4448
6		-1244
7		-20
8		5007