

Composite Analysis of the Finances for Thirteen of the World's Largest Pharmaceutical Companies from 2011-2018

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The thirteen companies are: AbbVie, Amgen, AstraZeneca, Bristol-Myer Squibb, Eli Lilly, Gilead Sciences, GlaxoSmithKline, Johnson & Johnson, Merck, Novartis, Pfizer, Roche and Sanofi. Together, these thirteen companies earned roughly 40% of the world's total pharmaceutical revenue in recent years.

Financial summaries for each company can be found here:
http://truecostofhealthcare.net/pharmaceutical_financial_index/

Here are the composite numbers for all 13 companies from 2011-2018:

| | |
|-----------------------------------|-----------------|
| Total Revenue: | \$3,778 Billion |
| Pharmaceutical Sales | \$3,006 Billion |
| Total Profit: | \$744 Billion |
| Total Spent on Research: | \$643 Billion |
| Total Spent on Marketing: | \$1,035 Billion |
| Total Spent in Taxes: | \$222 Billion |
| US Revenue: | \$1,705 Billion |
| Revenue from All Other Countries: | \$2,084 Billion |

Here are the composite numbers for all 13 companies for 2018 only:

| | |
|-----------------------------------|---------------|
| Total Revenue: | \$505 Billion |
| Pharmaceutical Sales | \$405 Billion |
| Total Profit: | \$98 Billion |
| Total Spent on Research: | \$94 Billion |
| Total Spent on Marketing: | \$137 Billion |
| Total Spent in Taxes: | \$21 Billion |
| US Revenue: | \$244 Billion |
| Revenue from All Other Countries: | \$261 Billion |

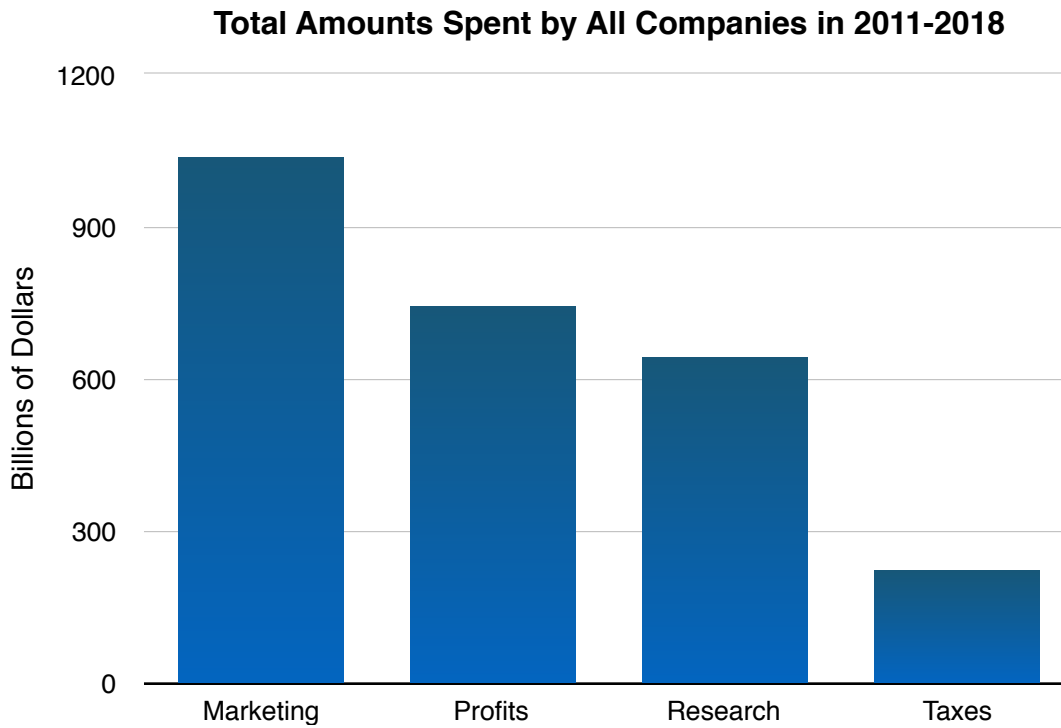


Figure 1: Total amount all 13 companies earned in profit (net income after taxes) from 2011-2018 compared to how much they spent on research, marketing and taxes.

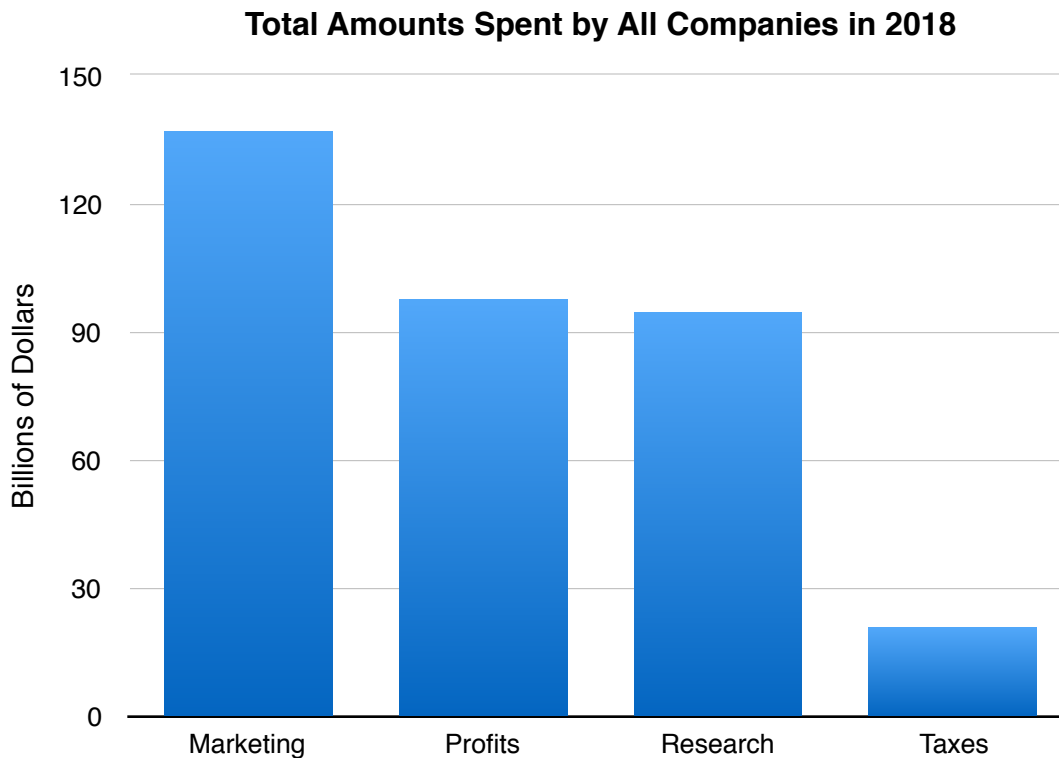
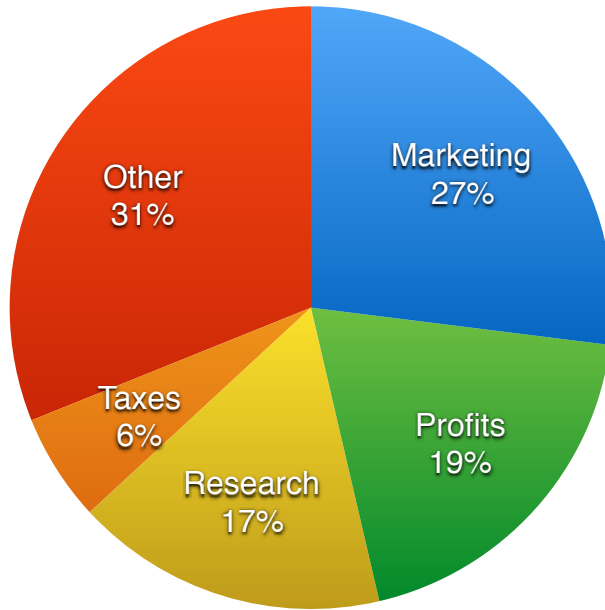


Figure 2: Total amount all 13 companies earned in profit (net income after taxes) in only 2018 compared to how much they spent on research, marketing and taxes.

Proportional Allocation of Revenue 2011-2018



Figures 3: The proportion of the total revenue for all twelve companies that was allocated toward research, marketing, taxes and profits from 2011-2018

Proportion of Revenue from US vs. All Other Countries 2011-2018

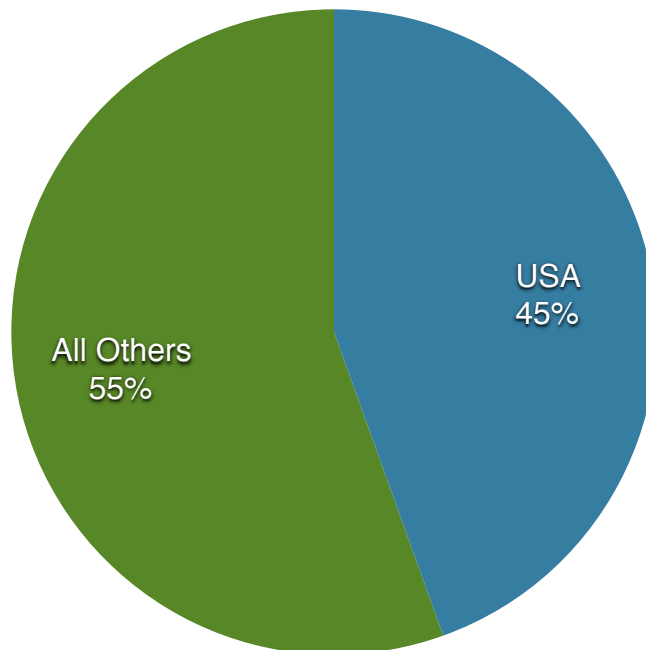


Figure 4: 45% of the combined revenue for these 13 companies since 2011 has come from sales in the US.

Proportion of Pharmaceutical Revenue from US vs. All Other Countries 2018

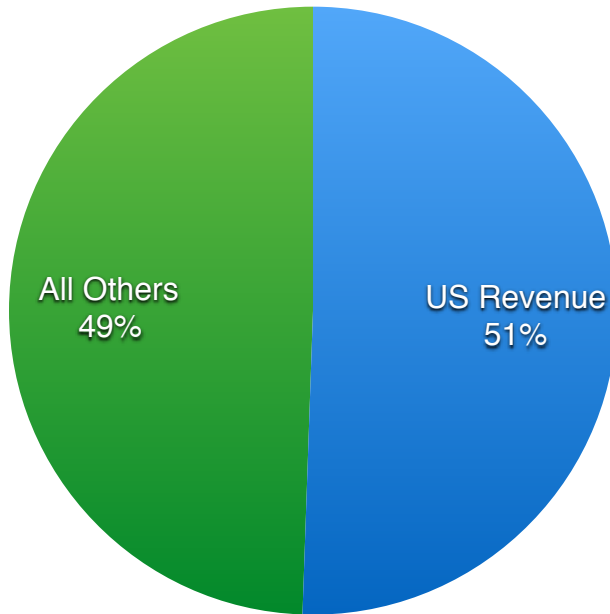


Figure 7: 51% of the combined revenue for these 13 companies in just 2018 came from sales in the US.

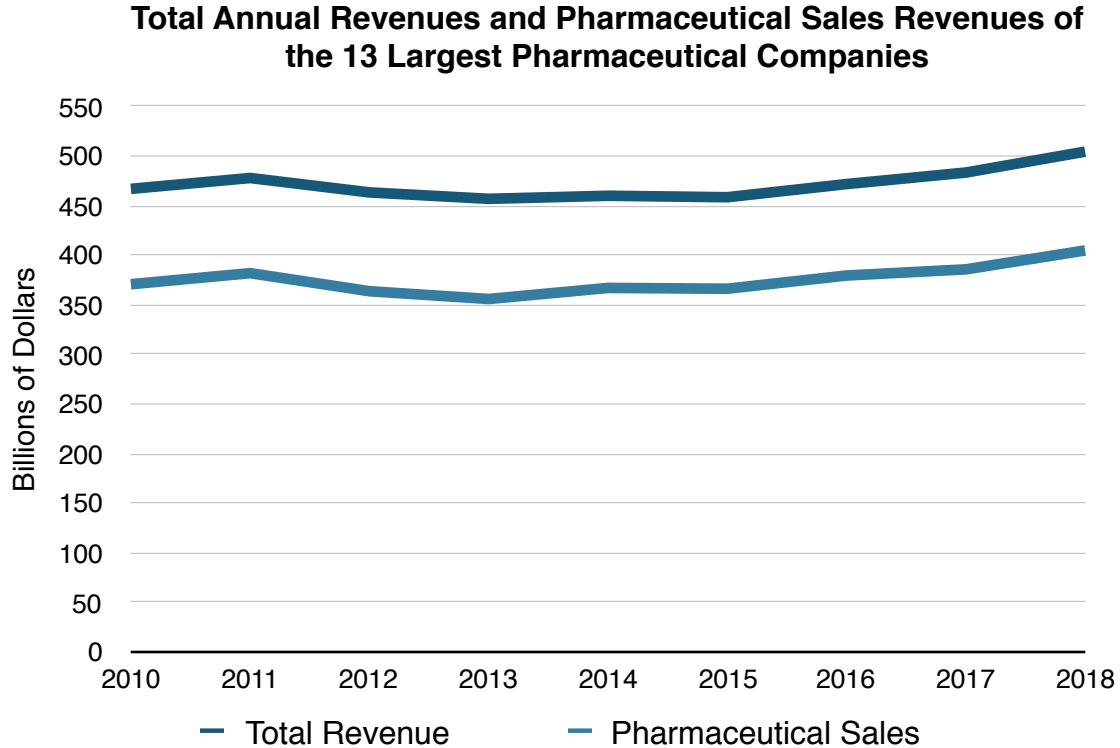


Figure 8: Total revenues and pharmaceutical sales for the major pharmaceutical companies have been surprisingly flat since about 2010.

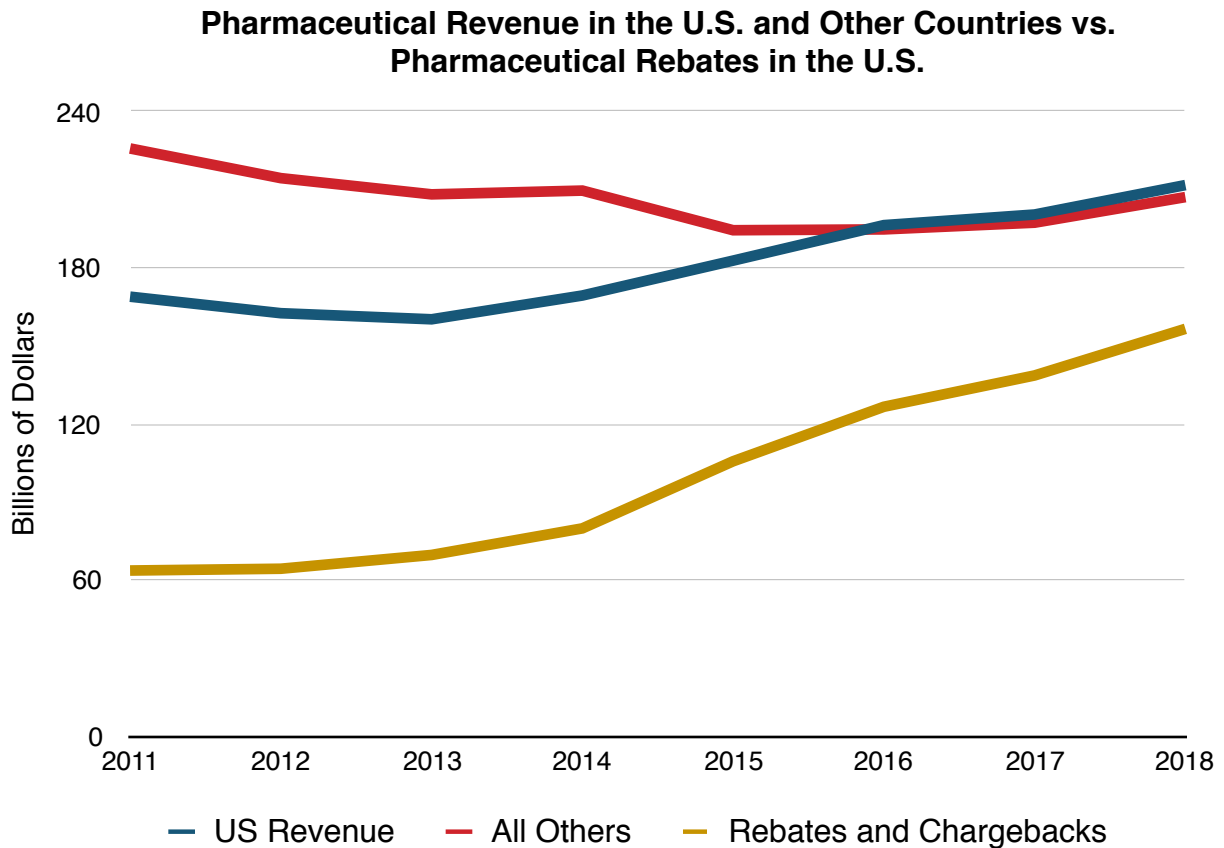


Figure 9: Though overall revenues for the major pharmaceutical companies have been flat in recent years, pharmaceutical sales in the U.S. have continued to rise. Revenue from U.S. pharmaceutical sales has been helped recently by a rapid increase in the incentives pharmaceutical companies have given to U.S. pharmacy benefit managers, wholesalers and some providers. These incentives, mostly in the form of rebates and chargebacks, have encouraged the PBMs and providers to prefer more expensive medications, when given a choice, because more expensive medications often yield higher rebates.