

APPENDIX III

CLASSIFICATION OF TOTAL RECEIVABLES, TOTAL DEBTORS, TOTAL LOANS AND ADVANCES IN THE PHARMACEUTICAL COMPANIES DURING THE PERIOD 1989-90 TO 1998-99

COMPANIES / YEARS		(Rs. in crores)										
		1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
TOTAL DEBTORS												
1	Burroughs Wellcome Ltd.	7.21	4.67	6.16	12.35	22.75	31.97	9.89	8.67	12.41	16.83	132.91
2	Cipla Ltd	7.61	10.41	6.01	13.97	14.79	21.26	31.62	37.50	53.50	59.23	255.90
3	Duphar-Interfran Ltd	5.34	7.20	7.11	9.59	13.06	8.86	9.87	4.63	4.54	5.71	75.91
4	E. Merck Ltd.	12.76	19.18	25.11	27.56	18.31	19.30	23.68	24.61	26.83	29.90	227.24
5	Fulford Ltd.	12.47	14.85	12.90	3.29	3.75	4.02	3.48	9.38	11.53	14.42	90.09
6	German Remedies Ltd.	6.38	6.96	9.35	13.37	14.62	15.56	16.27	21.12	25.22	27.22	156.07
7	Glaxo Ltd *	13.40	13.52	12.90	17.37	24.67	20.45	37.53	60.79	61.38	74.49	336.50
8	Hoechst Marion Roussel Ltd.	23.03	16.79	19.40	22.50	29.02	14.80	27.31	30.65	69.49	58.49	316.70
9	Knoll Pharmaceuticals Ltd.	4.32	5.69	7.42	8.46	9.32	13.60	21.27	22.94	20.73	19.87	133.62
10	Parke-Davis Ltd	5.29	6.78	7.48	9.51	16.06	17.31	16.78	16.75	21.38	14.98	132.32
11	Pfizer Ltd	8.63	11.43	10.84	15.72	16.61	16.99	19.99	21.55	24.62	23.17	169.55
12	RPG Life Sciences Ltd.	14.81	19.29	16.26	18.01	15.84	17.24	21.54	23.09	35.25	55.47	236.60
13	Unichem Laboratories Ltd	8.05	8.34	8.01	16.64	14.79	21.34	27.53	30.63	28.81	27.55	191.69
Total		129.32	145.11	148.95	188.34	209.39	222.70	266.76	321.51	395.69	427.33	2455.10
DEBTORS EXCEEDING SIX MTHS												
1	Burroughs Wellcome Ltd.	0.17	0.21	0.05	0.09	0.06	0.14	0.26	0.40	0.48	0.69	2.55
2	Cipla Ltd	0.11	0.53	0.21	0.27	0.47	1.39	3.49	6.49	7.99	9.50	30.45
3	Duphar-Interfran Ltd.	0.34	0.29	0.56	0.64	0.60	0.59	0.49	0.43	0.18	0.01	4.13
4	E. Merck Ltd	0.78	2.85	1.99	4.61	1.57	2.45	2.83	3.95	2.50	2.20	25.73
5	Fulford Ltd	0.35	0.46	0.74	0.51	0.47	0.22	0.16	0.07	0.00	0.00	2.98
6	German Remedies Ltd	0.74	0.54	0.70	0.83	0.62	0.70	0.87	0.90	0.00	1.84	7.74
7	Glaxo Ltd	3.91	1.76	1.01	2.76	3.41	2.82	1.48	6.06	6.87	9.20	39.28
8	Hoechst Marion Roussel Ltd	4.27	1.70	5.15	4.94	2.37	1.80	1.83	1.68	3.47	10.91	38.12
9	Knoll Pharmaceuticals Ltd	0.21	0.27	0.65	0.82	1.25	1.23	1.31	2.16	1.03	1.74	10.67
10	Parke-Davis Ltd	0.20	0.39	0.44	0.34	0.37	0.86	0.73	1.12	1.03	1.71	7.19
11	Pfizer Ltd	0.14	0.21	0.24	0.30	0.46	0.90	0.82	0.95	0.92	3.17	8.11
12	RPG Life Sciences Ltd.	3.08	4.49	3.31	1.72	1.36	1.33	1.49	0.18	8.50	12.76	38.22
13	Unichem Laboratories Ltd.	0.57	0.27	0.19	0.63	0.76	1.24	2.71	4.61	0.70	2.77	14.45
Total		14.87	13.97	15.24	18.46	13.77	15.67	18.47	29.00	33.67	56.50	229.62

APPENDIX III (Contd.)

COMPANIES / YEARS		1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
DEBTORS LESS THAN SIX MTHS.												
1. Burroughs Wellcome Ltd.		7.04	4.46	6.11	12.26	22.69	31.83	9.63	8.27	11.93	16.14	130.36
2. Cipla Ltd.		7.50	9.88	5.80	13.70	14.32	19.87	28.13	31.01	45.51	49.73	225.45
3. Duphar-Interfran Ltd		5.00	6.91	6.55	8.95	12.46	8.27	9.38	4.20	4.36	5.70	71.78
4. E. Merck Ltd		11.98	16.33	23.12	22.95	16.74	16.85	20.85	20.66	24.33	27.70	201.51
5. Fullford Ltd		12.12	14.39	12.16	2.78	3.28	3.80	3.32	9.31	11.53	14.42	87.11
6. German Remedies Ltd.		5.64	6.42	8.65	12.54	14.00	14.86	15.40	20.22	25.22	25.38	148.33
7. Glaxo Ltd		9.49	11.76	11.89	14.61	21.26	17.63	36.05	54.73	54.51	65.29	297.22
8. Hoechst Marion Roussel Ltd		18.78	15.09	14.25	17.56	22.65	13.00	25.48	38.17	66.02	47.58	278.58
9. Knoll Pharmaceuticals Ltd.		4.11	5.42	6.77	7.64	8.07	12.37	19.96	20.78	19.70	18.13	122.95
10. Parke-Davis Ltd		5.09	6.39	7.04	9.17	15.69	16.45	16.05	15.63	20.35	13.27	125.13
11. Pfizer Ltd		8.49	11.22	10.60	15.42	16.15	16.09	19.17	20.60	23.70	20.00	161.44
12. RPG Life Sciences Ltd		11.73	14.80	12.95	16.29	14.28	15.91	20.05	22.91	26.75	42.71	198.38
13. Unichem Laboratories Ltd		7.48	8.07	7.82	16.01	14.03	20.10	24.82	26.02	28.11	24.78	177.24
Total		114.45	131.14	133.71	169.88	195.62	207.03	248.29	292.51	362.02	370.83	2225.48
LOANS AND ADVANCES												
1. Burroughs Wellcome Ltd.		0.00	0.00	0.00	0.00	7.25	5.00	0.00	6.10	9.75	12.00	40.10
2. Cipla Ltd		2.33	1.41	3.58	3.09	1.37	6.28	6.86	22.48	15.43	20.34	83.17
3. Duphar-Interfran Ltd		0.00	0.01	0.01	0.00	0.00	0.00	4.11	15.00	12.75	19.00	50.88
4. E. Merck Ltd.		0.00	1.02	1.83	1.65	0.22	0.00	0.00	0.50	0.00	0.00	5.22
5. Fullford Ltd		0.14	0.00	0.00	0.10	0.25	0.00	0.04	0.02	0.00	0.00	0.55
6. German Remedies Ltd		1.12	0.01	0.05	0.00	0.14	0.05	0.00	0.00	0.00	0.00	1.37
7. Glaxo Ltd		0.75	0.80	0.80	0.80	13.48	13.48	9.75	11.35	8.00	8.00	67.21
8. Hoechst Marion Roussel Ltd		0.72	0.82	0.29	0.64	0.21	9.18	0.04	1.10	0.49	0.00	13.49
9. Knoll Pharmaceuticals Ltd		0.00	0.26	0.00	0.00	0.00	0.00	0.00	10.54	22.08	19.60	52.48
10. Parke-Davis Ltd		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
11. Pfizer Ltd.		3.06	5.86	6.83	1.46	1.97	10.69	4.93	10.69	28.27	16.75	90.51
12. RPG Life Sciences Ltd.		0.03	0.00	0.25	0.00	0.00	0.00	0.00	1.86	5.91	7.41	15.46
13. Unichem Laboratories Ltd.		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total		8.15	10.19	13.64	7.74	24.89	44.68	25.73	79.64	102.68	103.10	420.44

APPENDIX III (Contd)

COMPANIES / YEARS		1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
OTHER RECEIVABLES												
1	Burroughs Wellcome Ltd	6.28	7.91	8.07	11.36	12.26	17.70	21.48	17.67	16.06	13.05	131.84
2	Cipla Ltd	14.45	23.40	23.75	27.51	33.87	43.92	59.25	101.09	133.04	179.82	640.10
3	Duphar-Interfran Ltd	1.69	1.59	1.77	2.73	2.29	2.68	11.90	18.01	17.08	9.91	69.65
4	E. Merck Ltd	3.43	4.77	5.51	5.26	5.20	6.87	8.38	7.31	6.77	11.59	65.09
5	Fulford Ltd	6.09	5.19	5.36	3.85	4.60	4.43	3.18	2.83	2.74	3.88	42.15
6	German Remedies Ltd	2.41	6.76	8.47	8.95	10.65	17.26	22.16	8.03	11.87	9.71	106.27
7	Glaxo Ltd.	26.57	29.72	29.21	32.73	25.74	21.82	37.71	46.32	47.52	47.25	344.59
8	Hoechst Marion Roussel Ltd	25.75	30.56	16.93	15.36	17.65	18.60	24.50	30.06	48.93	37.21	265.55
9	Knoll Pharmaceuticals Ltd.	5.49	6.09	5.92	7.91	9.91	11.32	9.48	10.17	34.11	14.08	114.48
10	Parke-Davis Ltd	5.61	6.88	7.39	6.43	5.29	12.69	12.87	20.60	19.05	16.60	113.41
11	Pfizer Ltd.	5.55	6.60	8.39	10.43	16.26	17.20	19.43	21.65	17.45	22.48	145.44
12	RPG Life Sciences Ltd.	4.75	5.70	7.93	6.18	8.16	16.72	21.08	23.95	35.25	36.03	165.75
13	Unichem Laboratories Ltd	2.62	2.96	3.37	4.74	4.29	6.13	7.79	14.50	14.06	12.65	73.11
Total		110.69	138.13	132.07	143.44	156.17	197.34	259.21	322.19	403.93	414.26	2277.43
TOTAL RECEIVABLES												
1.	Burroughs Wellcome Ltd.	13.49	12.58	14.23	23.71	42.26	54.67	31.37	32.44	38.22	41.88	304.85
2	Cipla Ltd.	24.39	35.22	33.34	44.57	50.03	71.46	97.73	161.07	201.97	259.39	979.17
3	Duphar-Interfran Ltd.	7.03	8.80	8.89	12.32	15.35	11.54	25.88	37.64	34.37	34.62	196.44
4	E. Merck Ltd	16.19	24.97	32.45	34.47	23.73	26.17	32.06	32.42	33.60	41.49	297.55
5	Fulford Ltd.	18.70	20.04	18.26	7.24	8.60	8.45	6.70	12.23	14.27	18.30	132.79
6.	German Remedies Ltd	9.91	13.73	17.87	22.32	25.41	32.87	38.43	29.15	37.09	36.93	263.71
7.	Glaxo Ltd.	40.72	44.04	42.91	50.90	63.89	55.75	84.99	118.46	116.90	129.74	748.30
8.	Hoechst Marion Roussel Ltd.	49.52	48.17	36.62	38.50	42.88	42.58	51.85	71.01	118.91	95.70	595.74
9	Knoll Pharmaceuticals Ltd	9.81	12.04	13.34	16.37	19.23	24.92	30.75	43.65	76.92	53.55	300.58
10	Parke-Davis Ltd.	10.90	13.66	14.87	15.94	21.35	30.00	29.65	37.35	40.43	31.58	245.73
11.	Pfizer Ltd	17.24	23.89	26.06	27.61	34.84	44.88	44.35	53.89	70.34	62.40	405.50
12.	RPG Life Sciences Ltd.	19.59	24.99	24.44	24.19	23.80	33.96	42.62	48.90	76.41	98.91	417.81
13	Unichem Laboratories Ltd	10.67	11.30	11.38	21.38	19.08	27.47	35.32	45.13	42.87	40.20	264.80
Total		248.16	293.43	294.66	339.52	390.45	464.72	551.70	723.34	902.30	944.69	5152.97

Source: Annual Reports of Selected Pharmaceutical Companies for the year 1989-90 to 1998-99.