

APPENDIX V

TOTAL SALES, VALUE OF OUTPUT, GROSS PROFIT, PBT, PAT, RAW MATERIALS CONSUMED, STORES & SPARES CONSUMED, WAGES AND SALARIES, SELLING & DISTRIBUTION EXPENSES, BAD DEBTS, DEPRECIATION, INTEREST, COST OF PRODUCTION, COST OF SALES, OPERATIONAL REQUIREMENT FOR CASH, NET CASH FLOW AND FUNDS FROM OPERATION IN THE PHARMACEUTICAL COMPANIES DURING THE PERIOD 1989-90 TO 1998-99

COMPANIES / YEARS	1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
(Rs. in crores)											
TOTAL SALES											
1. Burroughs Wellcome Ltd.	79.43	93.98	115.13	141.69	169.46	175.89	109.31	184.71	189.98	205.58	1465.16
2. Cipla Ltd.	92.89	123.64	151.40	199.03	245.47	298.71	362.36	452.58	517.08	624.41	3067.57
3. Duphar-Interfran Ltd.	33.44	39.53	49.25	55.75	62.26	59.67	68.22	43.81	49.65	64.76	526.34
4. E. Merck Ltd.	65.94	85.09	96.52	120.05	121.72	152.29	176.86	206.11	223.10	260.84	1508.52
5. Fulford Ltd.	50.31	47.52	55.29	68.66	77.83	86.13	92.52	97.36	112.60	128.29	816.51
6. Gorman Romedios Ltd.	70.68	68.20	72.78	90.51	102.34	116.38	124.01	143.44	165.59	200.63	1154.56
7. Glaxo Ltd.	340.03	416.42	493.77	554.23	630.98	617.83	460.08	706.34	762.41	872.47	5854.56
8. Hoechst Marion Roussel Ltd.	285.87	302.26	275.17	293.77	363.35	310.28	355.67	408.20	563.78	533.64	3691.99
9. Knoll Pharmaceuticals Ltd.	81.45	97.62	118.15	147.07	175.18	230.81	208.24	264.85	278.33	299.17	1900.87
10. Parke-Davis Ltd.	88.85	101.04	114.34	140.12	150.77	164.77	176.19	179.53	209.43	215.84	1540.88
11. Pfizer Ltd.	126.24	119.84	140.54	171.27	213.84	243.75	254.71	273.97	164.83	263.82	1972.81
12. RPG Life Sciences Ltd.	57.71	66.04	80.12	103.72	112.02	134.47	176.73	201.56	218.76	246.85	1397.98
13. Unichem Laboratories Ltd.	52.49	68.97	84.83	93.34	103.45	119.95	123.78	146.20	159.45	185.20	1137.66
Total	1425.33	1630.15	1847.29	2179.21	2528.67	2710.93	2688.68	3308.66	3614.99	4101.50	26035.41
VALUE OF OUTPUT											
1. Burroughs Wellcome Ltd.	70.16	83.02	102.70	128.00	152.37	158.68	96.33	170.50	170.90	177.97	1310.63
2. Cipla Ltd.	79.07	106.39	130.23	173.75	217.11	268.20	317.64	399.71	461.38	559.71	2713.19
3. Duphar-Interfran Ltd.	29.52	34.29	42.98	48.35	53.92	50.69	100.51	42.51	44.90	52.83	500.50
4. E. Merck Ltd.	58.94	73.40	80.97	98.56	103.23	125.88	149.16	176.58	190.65	227.43	1284.80
5. Fulford Ltd.	44.76	42.60	48.53	62.11	69.53	76.62	81.53	84.08	99.12	113.89	722.77
6. German Remedies Ltd.	63.72	60.48	65.34	78.46	87.23	100.89	107.28	125.77	145.19	173.29	1007.65
7. Glaxo Ltd.	309.37	366.86	444.13	493.87	566.00	632.21	490.29	635.37	689.51	810.21	5437.82
8. Hoechst Marion Roussel Ltd.	258.35	265.38	241.82	250.58	308.39	265.59	307.97	344.84	498.28	496.48	3237.68
9. Knoll Pharmaceuticals Ltd.	72.67	86.07	105.71	132.74	150.61	199.35	179.98	237.95	273.15	266.68	1704.91
10. Parke-Davis Ltd.	82.37	90.53	103.24	123.63	131.77	145.41	152.36	148.26	175.89	177.22	1330.68
11. Pfizer Ltd.	111.10	105.80	127.33	145.60	186.26	210.72	220.19	237.81	136.93	221.15	1702.89
12. RPG Life Sciences Ltd.	48.90	56.97	68.54	88.78	94.06	113.62	152.08	172.43	178.80	192.91	1167.07
13. Unichem Laboratories Ltd.	46.28	61.75	77.94	88.03	94.71	107.94	110.96	123.47	128.34	154.50	993.92
Total	1275.21	1433.54	1639.46	1912.46	2215.19	2455.80	2466.26	2899.28	3193.04	3624.27	23114.51

APPENDIX V (Contd.)

COMPANIES / YEARS	(Rs. in crores)											
	GROSS PROFIT											
1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total		
1. Burroughs Wellcome Ltd.	7.58	7.89	8.42	9.83	14.67	18.45	20.86	31.59	38.16	158.59		
2. Cipla Ltd.	8.47	14.12	19.51	26.33	32.11	46.78	55.20	116.69	135.31	613.54		
3. Duphar-Interfran Ltd.	2.78	3.54	3.93	4.58	4.72	5.34	6.50	5.68	8.97	83.14		
4. E. Merck Ltd.	6.46	8.19	7.83	15.79	15.90	22.32	30.29	34.51	34.73	217.79		
5. Fulford Ltd	4.64	3.27	3.36	3.67	3.67	4.31	4.49	4.98	7.41	45.86		
6. German Remedies Ltd.	8.89	5.78	5.35	6.81	14.52	17.36	16.29	19.43	39.04	163.40		
7. Glaxo Ltd.	33.35	32.22	29.10	43.68	54.03	141.38	151.15	94.49	83.39	792.08		
8. Hoechst Marion Roussel Ltd.	23.04	23.18	19.03	21.63	38.52	35.21	44.98	58.54	42.32	346.30		
9. Knoll Pharmaceuticals Ltd.	9.58	11.50	13.50	13.16	16.65	9.82	18.09	33.47	69.32	229.74		
10. Parke-Davis Ltd	8.15	7.40	8.50	15.27	16.89	19.23	13.06	19.96	15.97	172.05		
11. Pfizer Ltd.	9.34	9.16	7.35	15.51	24.75	19.93	26.17	35.37	26.21	200.31		
12. RPG Life Sciences Ltd.	7.05	7.34	8.98	10.29	12.80	18.50	22.03	21.40	23.18	151.65		
13. Unichem Laboratories Ltd.	2.20	3.90	6.56	4.68	7.32	11.48	10.93	7.64	19.94	87.05		
Total	131.53	137.49	141.42	191.23	256.55	370.11	425.79	460.28	529.21	3231.50		
PROFIT BEFORE TAX												
1. Burroughs Wellcome Ltd.	2.84	3.92	3.70	4.00	8.49	13.23	-3.58	16.34	28.17	112.08		
2. Cipla Ltd.	6.52	11.06	13.11	15.11	19.41	34.29	37.46	102.75	131.47	525.63		
3. Duphar-Interfran Ltd.	1.38	1.88	1.95	1.89	1.77	2.19	33.91	5.22	4.75	8.07		
4. E. Merck Ltd.	3.64	2.31	-1.56	1.70	5.01	15.04	22.10	27.23	29.48	141.94		
5. Fulford Ltd.	2.50	1.34	0.93	1.89	2.54	2.70	3.16	3.75	4.85	29.87		
6. German Remedies Ltd.	6.40	2.96	1.11	0.82	9.92	14.64	13.36	16.79	27.29	130.56		
7. Glaxo Ltd.	22.16	16.50	10.45	20.63	35.82	128.87	143.20	84.40	72.15	654.22		
8. Hoechst Marion Roussel Ltd.	10.69	7.93	4.63	5.32	22.87	29.08	29.29	34.25	45.67	217.66		
9. Knoll Pharmaceuticals Ltd.	8.20	9.66	10.78	10.92	13.92	7.26	15.62	29.98	68.88	209.33		
10. Parke-Davis Ltd.	7.60	6.41	7.03	13.74	15.22	17.36	10.47	16.55	8.46	110.67		
11. Pfizer Ltd.	7.01	6.40	3.62	7.88	17.81	12.06	18.54	29.33	22.81	147.65		
12. RPG Life Sciences Ltd.	5.36	5.42	6.41	7.27	9.93	15.52	15.69	8.77	5.10	85.28		
13. Unichem Laboratories Ltd.	-0.26	2.10	4.32	1.88	4.05	9.08	8.23	4.00	5.26	50.64		
Total	84.04	77.89	66.48	93.05	166.76	301.32	347.45	379.36	454.34	2478.54		

APPENDIX V (Contd.)

COMPANIES / YEARS		1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
PROFIT AFTER TAX / NET MARGIN												
1. Burroughs Wellcome Ltd.		2.05	2.15	2.16	3.01	5.46	8.70	-3.58	9.54	18.02	20.91	68.42
2. Cipla Ltd.		4.32	6.31	8.26	10.36	14.61	28.54	28.96	70.75	101.97	114.95	389.03
3. Duphar-Interfran Ltd.		1.04	1.16	1.09	1.06	0.84	1.26	33.91	3.90	3.28	3.82	51.36
4. E. Merck Ltd.		3.38	1.95	-1.56	1.70	4.66	8.00	13.36	16.35	19.48	26.99	94.31
5. Fulford Ltd.		1.44	0.71	0.34	0.85	1.04	1.21	1.69	2.00	3.08	4.07	16.43
6. German Remedies Ltd.		4.45	2.34	1.11	0.79	6.08	9.52	8.51	11.68	20.97	27.27	92.72
7. Glaxo Ltd.		15.36	10.60	4.95	10.33	20.89	85.13	102.87	47.90	41.19	86.64	425.86
8. Hoechst Marion Roussel Ltd.		9.04	6.68	4.63	3.00	9.45	17.78	17.92	20.25	32.11	20.43	141.29
9. Knoll Pharmaceuticals Ltd.		4.73	5.79	5.93	5.93	8.07	7.21	10.10	20.48	49.94	27.04	145.22
10. Parke-Davis Ltd.		5.15	3.31	3.35	6.61	7.08	9.71	7.57	10.10	7.58	6.93	67.39
11. Pfizer Ltd.		3.69	3.49	2.64	3.24	10.51	8.10	10.69	19.00	13.78	12.58	87.72
12. RPG Life Sciences Ltd.		4.06	4.12	4.61	4.41	5.83	9.92	13.14	8.11	4.60	3.71	62.51
13. Unichem Laboratories Ltd.		-0.26	1.83	2.72	1.88	4.05	6.27	5.52	3.47	4.01	10.08	39.57
Total		58.45	50.44	40.23	53.17	98.57	201.35	250.66	243.53	320.01	365.42	1681.83
RAW MATERIALS CONSUMED												
1. Burroughs Wellcome Ltd.		39.15	40.99	57.82	61.71	72.30	76.63	48.23	67.83	75.04	68.27	607.97
2. Cipla Ltd.		37.10	45.53	61.48	79.61	97.10	120.46	122.29	144.82	161.46	184.53	1054.38
3. Duphar-Interfran Ltd.		16.10	17.94	24.69	24.45	29.63	25.95	28.25	15.13	14.43	16.58	213.15
4. E. Merck Ltd.		37.94	48.37	54.76	68.14	55.98	75.29	72.16	89.18	86.64	86.56	675.12
5. Fulford Ltd.		23.08	15.71	19.53	21.16	20.02	17.86	18.61	21.20	23.64	26.49	207.30
6. German Remedies Ltd.		36.18	31.61	38.39	40.02	45.03	46.82	54.97	56.89	62.29	76.22	488.42
7. Glaxo Ltd.		123.66	152.19	191.61	239.62	250.29	205.71	142.41	210.21	228.97	243.46	1988.13
8. Hoechst Marion Roussel Ltd.		115.72	125.69	113.42	130.15	177.95	117.67	140.61	167.47	226.05	184.23	1498.96
9. Knoll Pharmaceuticals Ltd.		26.15	30.63	42.96	52.57	53.91	46.95	38.05	48.28	48.02	43.75	431.27
10. Parke-Davis Ltd.		23.47	23.90	22.32	25.93	23.06	31.48	25.37	40.00	27.70	17.45	260.68
11. Pfizer Ltd.		53.41	40.62	49.87	66.74	83.18	78.71	72.71	78.82	34.52	60.70	619.28
12. RPG Life Sciences Ltd.		24.47	19.16	31.68	43.72	46.80	53.95	73.35	99.94	94.33	104.27	591.67
13. Unichem Laboratories Ltd.		17.30	24.44	29.72	27.34	25.29	26.45	30.00	28.43	36.98	61.88	307.83
Total		573.73	616.78	738.25	881.16	980.54	923.93	867.01	1088.20	1120.07	1174.49	8944.16

APPENDIX V (Contd.)

COMPANIES / YEARS STORES & SPARES CONSUMED	(Rs. in crores)										
	1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
1. Burroughs Wellcome Ltd.	0.21	0.23	0.36	0.34	0.42	0.47	0.38	1.79	2.01	1.58	7.79
2. Cipla Ltd.	1.29	1.79	2.73	3.16	3.74	2.98	4.33	5.41	7.29	7.26	39.98
3. Duphar-Interfran Ltd.	0.07	0.12	0.10	0.15	0.15	0.11	0.17	0.06	0.03	0.03	0.99
4. E. Merck Ltd.	0.61	0.76	0.75	1.12	1.08	1.24	1.28	1.61	2.04	2.45	12.94
5. Fullford Ltd.	0.19	0.16	0.14	0.14	0.15	0.15	0.19	0.24	0.38	0.28	2.02
6. German Remedies Ltd.	0.48	0.50	0.61	0.79	0.74	1.06	0.95	1.27	1.62	2.05	10.07
7. Glaxo Ltd.	1.92	2.10	2.77	2.90	2.74	2.65	1.97	2.75	3.08	3.09	25.97
8. Hoechst Marion Roussel Ltd.	1.58	2.18	1.79	2.31	2.10	2.04	2.06	2.22	2.61	1.40	20.29
9. Knoll Pharmaceuticals Ltd.	0.58	0.73	0.78	0.75	0.87	0.83	0.68	0.58	0.52	0.55	6.87
10. Parke-Davis Ltd	9.76	10.43	11.52	11.80	13.53	16.66	14.12	0.00	0.00	0.00	87.82
11. Pfizer Ltd.	1.20	0.89	1.05	1.43	1.48	1.90	1.62	1.24	0.83	1.47	13.11
12. RPG Life Sciences Ltd.	0.38	0.41	0.54	0.62	0.75	1.02	1.29	1.70	1.92	1.65	10.28
13. Unichem Laboratories Ltd.	4.47	7.48	8.95	8.02	8.20	5.84	7.26	7.31	0.66	1.62	59.81
Total	22.74	27.78	32.09	33.53	35.95	36.95	36.30	26.18	22.99	23.43	297.94
WAGES & SALARIES											
1. Burroughs Wellcome Ltd.	10.52	11.47	12.55	14.24	17.02	19.72	15.71	31.56	20.99	22.80	176.58
2. Cipla Ltd	8.03	10.42	11.17	12.94	14.71	16.34	17.34	18.41	22.50	29.10	160.96
3. Duphar-Interfran Ltd.	4.16	4.81	5.11	5.87	6.72	7.32	14.42	7.46	7.83	9.33	73.03
4. E. Merck Ltd.	8.67	10.19	11.30	14.02	16.73	20.02	21.19	25.87	30.87	35.95	194.81
5. Fullford Ltd.	3.42	2.75	4.31	5.45	5.39	7.45	9.16	8.33	9.43	9.99	65.88
6. German Remedies Ltd.	9.53	11.11	12.35	13.56	15.61	17.06	19.13	21.51	23.02	28.50	171.38
7. Glaxo Ltd.	36.79	41.62	48.27	53.94	58.54	76.54	61.78	66.94	81.82	73.33	599.57
8. Hoechst Marion Roussel Ltd.	23.06	24.70	29.04	33.52	47.21	47.74	50.44	47.64	64.44	51.65	419.44
9. Knoll Pharmaceuticals Ltd.	12.15	13.72	15.95	18.31	17.47	23.86	10.40	12.79	15.25	17.12	157.02
10. Parke-Davis Ltd.	12.25	12.90	16.04	17.89	18.00	19.44	21.93	21.73	27.86	30.42	198.46
11. Pfizer Ltd.	27.27	22.42	24.39	27.46	32.40	31.79	40.50	43.33	30.72	57.12	337.40
12. RPG Life Sciences Ltd.	5.07	4.92	5.97	7.28	7.82	7.84	11.12	12.14	16.09	19.52	97.77
13. Unichem Laboratories Ltd.	8.26	8.88	10.25	10.73	10.65	11.33	11.37	13.94	12.41	15.18	113.00
Total	169.18	179.91	206.70	235.21	268.27	306.45	304.49	331.65	363.23	400.01	2765.10

APPENDIX V (Contid.)

COMPANIES / YEARS		1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
SELLING & DISTRIBUTION EXP.												
1. Burroughs Wellcome Ltd.		3.14	3.50	3.99	4.83	5.20	7.46	4.78	6.56	7.60	9.36	56.42
2. Cipla Ltd.		4.52	5.77	11.20	13.26	20.01	20.81	26.39	25.66	29.50	32.81	189.93
3. Duphar-Interfran Ltd.		1.62	1.99	2.43	2.51	3.20	2.69	2.89	2.92	2.49	3.36	26.10
4. E. Merck Ltd.		3.87	4.97	5.94	5.43	5.48	6.80	8.49	8.44	11.39	12.57	73.38
5. Fulford Ltd.		1.41	0.91	0.80	1.48	2.15	3.76	3.57	3.02	3.57	3.86	24.53
6. German Remedies Ltd.		1.86	1.43	1.73	1.88	2.60	2.24	2.46	2.86	2.91	3.19	23.16
7. Glaxo Ltd.		38.76	46.90	53.38	63.09	72.12	65.40	51.51	80.74	92.09	106.38	670.37
8. Hoechst Marion Roussel Ltd.		15.75	16.55	14.95	15.70	27.49	21.93	27.63	35.73	47.44	39.26	262.43
9. Knoll Pharmaceuticals Ltd.		9.45	11.25	14.90	18.39	23.88	29.43	27.76	29.70	35.03	36.14	235.93
10. Parke-Davis Ltd.		11.59	14.55	17.17	21.52	23.16	26.90	26.75	26.01	34.08	35.88	217.61
11. Pfizer Ltd.		1.57	1.71	1.94	3.25	6.97	11.23	12.66	13.27	8.12	12.73	73.45
12. RPG Life Sciences Ltd.		1.64	2.87	2.96	3.89	3.90	5.36	6.20	6.62	7.39	9.13	49.96
13. Unichem Laboratories Ltd.		1.98	2.76	2.85	1.86	3.09	3.44	3.80	8.97	10.88	16.14	55.77
Total		97.16	115.16	134.24	157.09	199.25	207.45	204.89	250.50	292.49	320.81	1979.04
BAD DEBITS												
1. Burroughs Wellcome Ltd.		0.00	0.34	0.00	0.00	0.00	0.00	0.81	0.67	0.66	0.66	3.14
2. Cipla Ltd.		0.00	0.00	0.00	0.01	0.00	0.00	0.07	0.16	0.02	0.81	1.07
3. Duphar-Interfran Ltd.		0.02	0.00	0.01	0.00	0.01	0.00	0.00	0.03	0.04	0.30	0.41
4. E. Merck Ltd.		0.00	0.09	0.11	0.06	0.18	0.15	0.60	0.21	1.33	0.23	2.96
5. Fulford Ltd.		0.00	0.00	0.04	0.00	0.21	0.15	0.40	0.00	0.07	0.03	0.90
6. German Remedies Ltd.		0.00	0.00	0.00	0.05	0.61	0.06	0.15	0.08	0.02	0.02	0.99
7. Glaxo Ltd.		0.34	0.56	1.99	0.97	0.88	0.41	0.19	0.74	1.32	2.94	10.34
8. Hoechst Marion Roussel Ltd.		0.36	0.16	0.82	0.14	2.45	0.60	0.00	0.74	0.98	2.05	8.30
9. Knoll Pharmaceuticals Ltd.		0.01	0.01	0.00	0.00	0.00	0.07	0.22	0.24	0.32	0.76	1.63
10. Parke-Davis Ltd.		0.00	0.00	0.00	0.00	0.04	0.05	0.06	0.07	0.02	0.10	0.34
11. Pfizer Ltd.		0.00	0.00	0.00	0.00	0.00	0.00	0.41	1.94	0.61	0.63	3.59
12. RPG Life Sciences Ltd.		0.12	0.27	0.23	0.50	0.27	0.17	0.13	0.36	0.30	0.91	3.26
13. Unichem Laboratories Ltd.		0.17	0.43	0.00	0.00	0.05	0.13	0.45	0.47	0.97	0.42	3.09
Total		1.02	1.86	3.20	1.73	4.70	1.79	3.49	5.71	6.66	9.86	40.02

APPENDIX V (Contd.)

COMPANIES / YEARS DEPRECIATION	(Rs. in crores)										
	1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
1. Burroughs Wellcome Ltd.	0.71	0.73	0.90	0.91	1.03	1.14	0.88	1.29	2.28	2.29	12.16
2. Cipla Ltd.	3.57	4.41	4.16	4.96	4.60	6.36	7.11	8.00	8.69	13.50	65.36
3. Duphar-Interfran Ltd.	0.69	0.71	0.81	0.91	1.07	1.02	1.22	0.81	0.79	0.81	8.84
4. E. Merck Ltd.	0.99	1.55	1.96	2.84	2.96	2.91	3.48	4.08	4.79	6.91	32.47
5. Fulford Ltd.	0.20	0.13	0.23	0.17	0.19	0.23	0.30	0.40	0.42	0.44	2.71
6. German Remedies Ltd.	1.00	1.11	1.51	1.65	1.80	2.13	2.16	2.56	2.88	4.85	21.65
7. Glaxo Ltd.	8.12	9.77	11.16	11.48	13.16	12.34	9.05	12.01	13.33	14.19	114.61
8. Hoechst Marion Roussel Ltd.	3.47	5.29	6.99	8.14	8.86	7.45	9.32	10.74	13.10	11.00	84.36
9. Knoll Pharmaceuticals Ltd.	1.13	1.70	2.13	1.99	1.86	1.61	1.38	3.79	5.99	5.28	26.86
10. Parke-Davis Ltd.	0.84	0.88	0.97	1.15	1.36	1.35	1.41	3.07	6.44	6.68	24.15
11. Pfizer Ltd.	2.07	1.69	1.83	2.88	3.11	3.55	3.62	4.37	3.19	9.67	35.98
12. RPG Life Sciences Ltd.	1.15	1.08	1.15	1.72	1.65	1.77	2.80	5.42	6.51	7.37	30.62
13. Unichem Laboratories Ltd.	0.59	0.70	0.81	0.81	0.84	1.14	2.21	2.77	4.15	4.48	18.50
Total	24.53	29.75	34.61	39.61	42.49	43.00	44.94	59.31	72.56	87.47	478.27
INTEREST											
1. Burroughs Wellcome Ltd.	4.74	3.97	4.72	5.83	6.18	5.22	4.72	4.52	3.42	3.19	46.51
2. Cipla Ltd.	1.95	3.06	6.40	11.22	12.70	12.49	17.74	13.94	3.84	4.57	87.91
3. Duphar-Interfran Ltd.	1.40	1.66	1.98	2.69	2.95	3.15	3.19	1.28	0.93	0.90	20.13
4. E. Merck Ltd.	2.82	5.88	9.39	14.09	10.89	7.28	8.19	7.28	5.25	4.78	75.85
5. Fulford Ltd.	2.14	1.93	2.43	1.78	1.13	1.61	1.33	1.23	1.21	1.20	15.99
6. German Remedies Ltd	2.49	2.82	4.24	5.99	4.60	2.72	2.93	2.64	2.64	1.77	32.84
7. Glaxo Ltd.	11.19	15.72	18.65	23.05	18.22	12.50	7.95	10.07	11.24	9.25	137.84
8. Hoechst Marion Roussel Ltd.	12.35	15.25	14.40	16.31	15.65	6.13	10.56	10.73	12.87	14.39	128.64
9. Knoll Pharmaceuticals Ltd.	1.38	1.84	2.72	2.24	2.73	2.56	2.47	3.49	0.44	0.54	20.41
10. Parke-Davis Ltd.	0.55	0.99	1.47	1.53	1.67	1.87	2.59	3.41	7.51	9.79	31.38
11. Pfizer Ltd.	2.33	2.76	3.73	7.63	6.94	7.87	7.63	6.04	3.40	4.33	52.66
12. RPG Life Sciences Ltd.	1.69	1.92	2.57	3.02	2.87	2.98	6.34	12.63	14.98	17.37	66.37
13. Unichem Laboratories Ltd.	2.46	1.80	2.24	2.80	3.27	2.40	2.70	3.64	7.14	7.96	36.41
Total	47.49	59.60	74.94	98.18	89.80	68.78	78.34	80.90	74.87	80.04	752.94

APPENDIX V (Contd.)

COMPANIES / YEARS		(Rs in crores)										
COST OF PRODUCTION		1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	Total
1. Burroughs Wellcome Ltd.		66.20	69.65	91.33	99.89	115.85	124.38	84.27	131.60	131.12	124.86	1039.65
2. Cipla Ltd.		59.64	76.65	99.27	127.38	150.03	180.49	197.13	228.44	260.54	297.96	1677.53
3. Duphar-Interfran Ltd.		25.45	29.23	37.40	40.01	47.29	45.60	56.26	30.91	32.72	37.74	382.61
4. E. Merck Ltd.		53.14	67.67	76.72	93.66	83.64	110.30	107.64	132.13	138.26	140.59	1003.75
5. Fulford Ltd.		35.77	26.34	33.32	40.35	45.25	43.83	46.43	49.45	56.16	61.03	437.93
6. German Remedies Ltd.		58.16	55.07	65.74	71.76	79.95	86.76	99.19	106.31	117.87	142.56	883.37
7. Glaxo Ltd.		218.12	264.46	328.62	365.51	396.14	375.43	276.05	382.67	437.17	448.68	3492.85
8. Hoechst Marion Roussel Ltd.		164.02	184.32	175.47	201.84	272.79	217.43	243.82	277.11	380.99	316.49	2434.28
9. Knoll Pharmaceuticals Ltd.		54.81	64.17	81.94	98.63	104.05	109.76	82.71	100.19	103.13	100.45	899.84
10. Parke-Davis Ltd.		66.51	71.32	77.51	84.87	85.54	101.24	98.33	98.48	89.19	75.71	818.70
11. Pfizer Ltd.		113.76	90.80	106.33	140.06	169.78	178.56	183.94	191.98	105.43	186.58	1467.22
12. RPG Life Sciences Ltd.		37.33	32.07	48.24	65.96	74.48	88.10	115.93	148.94	152.04	168.16	931.25
13. Unichem Laboratories Ltd.		38.40	52.34	64.51	61.80	58.49	59.11	66.08	67.29	70.42	108.53	646.97
Total		991.31	1084.09	1286.90	1491.72	1683.28	1720.99	1657.78	1945.50	2075.04	2209.34	16145.95
COST OF SALES												
1. Burroughs Wellcome Ltd.		65.68	78.10	97.45	121.07	142.74	143.66	96.01	155.69	147.56	149.99	1197.95
2. Cipla Ltd.		73.90	98.72	114.93	155.09	187.09	225.21	269.40	311.30	338.60	425.45	2199.59
3. Duphar-Interfran Ltd.		27.55	31.85	40.27	45.69	50.95	47.76	64.93	36.50	39.92	46.46	431.88
4. E. Merck Ltd.		52.98	68.03	78.55	94.27	96.05	113.99	130.79	155.87	164.57	194.78	1149.58
5. Fulford Ltd.		42.11	41.11	47.82	59.95	66.53	71.88	76.57	79.46	92.89	106.40	684.52
6. German Remedies Ltd.		58.41	57.82	64.01	77.44	80.35	91.26	98.47	113.79	124.19	147.68	913.42
7. Glaxo Ltd.		263.37	319.13	396.96	431.93	486.15	494.02	344.96	518.74	569.56	631.38	4456.20
8. Hoechst Marion Roussel Ltd.		237.03	247.44	229.23	240.02	280.31	233.33	271.74	299.60	431.83	447.79	2918.32
9. Knoll Pharmaceuticals Ltd.		59.82	70.73	87.01	110.41	120.52	164.32	143.50	191.56	194.17	208.78	1350.62
10. Parke-Davis Ltd.		66.47	73.55	83.69	96.65	102.89	110.15	119.45	115.22	140.67	141.09	1049.83
11. Pfizer Ltd.		107.91	102.29	124.58	141.99	171.89	194.94	200.46	209.91	118.22	205.51	1577.70
12. RPG Life Sciences Ltd.		44.35	51.06	62.12	82.20	85.98	100.11	135.52	163.12	173.32	187.44	1085.22
13. Unichem Laboratories Ltd.		45.15	57.86	73.18	85.10	88.41	99.37	103.85	113.80	117.60	132.76	917.08
Total		1144.13	1297.69	1499.60	1741.81	1959.86	2090.00	2055.65	2464.56	2653.10	3025.51	19931.91

APPENDIX V (Contd.)

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	
OPERATIONAL REQ. FOR CASH												
1. Burroughs Wellcome Ltd.	69.34	73.15	95.82	104.72	121.05	131.84	89.05	138.16	138.72	134.22	1096.07	
2. Cipla Ltd.	64.16	82.42	110.47	140.64	170.04	201.30	223.52	254.10	290.04	330.77	1867.46	
3. Duphar-Interfran Ltd	27.07	31.22	39.83	42.52	50.49	48.29	59.15	33.83	35.21	41.10	408.71	
4. E. Merck Ltd.	57.01	72.64	82.66	99.09	89.12	117.10	116.13	140.57	149.65	153.16	1077.13	
5. Fulford Ltd.	37.18	27.25	34.12	41.83	47.40	47.59	50.00	52.47	59.73	64.89	462.46	
6. German Remedies Ltd.	60.02	56.50	67.47	73.64	82.55	89.00	101.65	109.17	120.78	145.75	906.53	
7. Glaxo Ltd.	256.88	311.36	382.00	428.60	468.26	440.83	327.56	463.41	529.26	555.06	4163.22	
8. Hoechst Marion Roussel Ltd.	179.77	200.87	190.42	217.54	300.28	239.36	271.45	312.84	428.43	355.75	2696.71	
9. Knoll Pharmaceuticals Ltd.	64.26	75.42	96.84	117.02	127.93	139.19	110.47	129.89	138.16	136.59	1135.77	
10. Parke-Davis Ltd.	78.10	85.87	94.68	106.39	108.70	128.14	125.08	124.49	123.27	111.59	1086.31	
11. Pfizer Ltd.	115.33	92.51	108.27	143.31	176.75	189.79	196.60	205.25	113.55	199.31	1540.67	
12. RPG Life Sciences Ltd.	38.97	34.94	51.20	69.85	78.38	93.46	122.13	155.56	159.43	177.29	981.21	
13. Unichem Laboratories Ltd.	40.38	55.10	67.36	63.66	61.58	62.55	69.88	76.26	81.30	124.67	702.74	
Total	1088.47	1199.25	1421.14	1648.81	1882.53	1928.44	1862.67	2196.00	2367.53	2530.15	18124.99	
NET CASHFLOW												
1. Burroughs Wellcome Ltd.	14.46	16.61	18.58	21.53	27.75	33.37	14.18	30.31	44.70	57.88	279.37	
2. Cipla Ltd.	22.66	29.33	40.63	48.90	62.98	79.86	100.07	149.28	187.17	212.46	933.34	
3. Duphar-Interfran Ltd.	6.58	8.39	9.79	10.97	12.38	12.93	4.51	8.12	10.52	19.11	103.30	
4. E. Merck Ltd.	14.25	18.61	19.93	28.62	28.63	41.21	49.55	54.32	63.32	72.97	391.41	
5. Fulford Ltd.	8.40	6.54	7.90	8.88	11.49	14.48	16.25	18.30	20.13	22.33	134.70	
6. German Remedies Ltd.	13.27	11.49	10.28	14.72	23.79	27.25	27.70	32.21	44.28	57.80	262.79	
7. Glaxo Ltd.	84.78	107.06	107.97	133.78	157.99	136.15	124.17	199.61	206.18	255.28	1512.97	
8. Hoechst Marion Roussel Ltd.	52.31	60.11	52.93	61.89	91.90	84.40	93.25	119.34	145.05	96.85	858.03	
9. Knoll Pharmaceuticals Ltd.	22.96	28.59	33.27	38.65	56.52	68.10	66.12	77.08	90.15	95.67	577.11	
10. Parke-Davis Ltd	23.22	28.37	31.62	44.62	49.24	55.97	58.15	67.38	75.20	81.43	515.20	
11. Pfizer Ltd.	20.40	19.24	17.79	32.16	45.06	52.36	57.87	68.43	49.80	67.98	431.09	
12. RPG Life Sciences Ltd.	14.51	16.06	19.15	23.24	27.69	36.13	44.01	43.86	51.95	66.78	343.38	
13. Unichem Laboratories Ltd.	7.93	11.81	12.46	9.05	15.88	21.72	22.14	35.17	46.00	56.92	239.08	
Total	305.73	362.21	382.30	477.01	611.30	663.93	677.97	903.41	1034.45	1163.46	6581.77	

APPENDIX V (Contd)

COMPANIES / YEARS FUNDS FROM OPERATION	(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	
1 Burroughs Wellcome Ltd.	1.78	1.98	2.10	2.89	15.65	8.12	-3.24	32.14	15.82	22.04		99.28	
2. Cipla Ltd	7.46	10.18	11.73	12.65	16.79	17.09	121.74	70.83	98.02	108.47		474.96	
3 Duphar-Interfran Ltd	1.47	1.63	2.37	1.62	1.60	1.93	30.55	3.91	3.19	3.03		51.30	
4 E Merck Ltd	2.88	2.26	-3.18	4.03	15.21	7.99	12.96	15.13	17.94	26.12		101.34	
5. Fullord Ltd.	1.46	0.52	0.16	0.69	0.88	-0.79	1.32	1.63	2.72	3.64		12.23	
6 German Remedies Ltd.	4.80	-0.57	1.97	1.92	14.23	9.78	8.23	11.42	19.10	25.57		96.45	
7. Glaxo Ltd	14.88	13.62	11.73	15.56	82.51	34.35	5.14	35.21	25.66	65.92		304.58	
8. Hoechst Marion Roussel Ltd.	10.59	55.77	8.97	7.38	29.19	-18.19	6.19	19.41	50.94	-60.67		109.58	
9. Knoll Pharmaceuticals Ltd	3.43	4.82	5.19	4.22	6.30	-14.17	15.54	15.58	48.19	17.21		106.31	
10. Parke-Davis Ltd	3.35	-3.45	1.16	3.99	3.90	5.03	3.79	6.76	-18.76	3.91		9.68	
11. Pfizer Ltd	3.42	2.49	2.83	6.46	12.07	8.14	4.83	3.60	10.48	16.88		71.20	
12. RPG Life Sciences Ltd	4.17	3.90	4.16	1.76	5.05	8.72	25.90	19.24	7.91	3.92		84.73	
13 Unichem Laboratories Ltd	0.19	2.42	3.05	-0.98	2.49	20.83	6.36	2.66	11.87	12.83		61.72	
Total	59.88	95.57	52.24	62.19	205.87	88.83	239.31	237.52	293.08	248.87		1583.36	

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