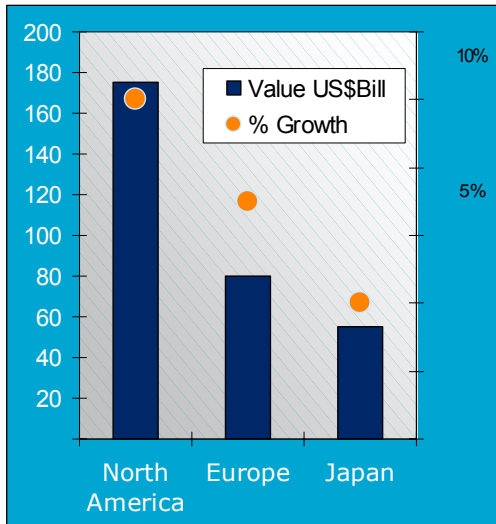


IMS Retail Drug Monitor

Tracking 13 Key Global Pharma Markets

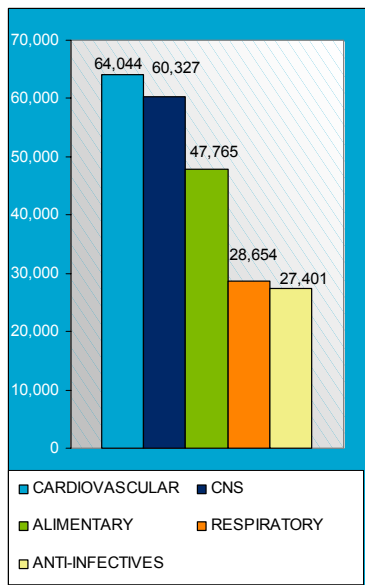
12 months to April 2004

Regional Sales Breakdown: \$US Billions



Source: IMS Health

Therapy Sales Breakdown: \$US Millions



Source: IMS Health

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IMS HEALTH, the global healthcare information company, today reported a 9% growth in drug sales through retail pharmacies in 13 key markets in the 12-month period from May 2003 through to April 2004, closing at US\$328.15 billion.

IMS Retail Drug Monitor covers direct and indirect pharmacy channel purchases from wholesalers and manufacturers in 13 key countries. Sales figures are at ex-manufacturer prices and include all prescription and certain over-the-counter data. Figures include sales from the hospital sector in Japan and mail order in the USA.

- Retail pharmacy sales for these key markets had a 9% growth at constant exchange to April 2004, a slight increase compared to our last survey.
- Sales in the top five **European** markets showed a 7% constant exchange growth, a slight decrease to last months survey.
- **North America** posted a 10% sales growth at \$175 billion in sales in the 12 months to April, the same as our last survey. The Key therapy growth area for North America was the Central Nervous System group with a 23% growth which remained the same as our last survey results.
- **Japan's** overall growth at constant exchange was 4%, with a market worth \$55 billion in the 12 months to April 2004.
- US dollar Growth in the three **Latin American Markets** improved during this period – posting a superior performance to our last survey.
- By **therapeutic category** the biggest increase worldwide was the blood agents category with a sales growth at constant exchange of 15%.
- The **single largest therapeutic sub category** in dollar sales continues to be the C10, hypolipidemia, class selling \$24.14 billion with a growth of 13% in the 12 months to April 2004. The second biggest group is the A2, anti-ulcerants, class at \$21.48 billion and a 5% growth.
- The **best selling drug** for the 12 months ending April 2004 was still Lipitor, worth over \$9.5 billion, with growth at 12%. Nexium has the largest growth at the top with 42%. The five top drugs are 1. Lipitor, 2. Zocor, 3. Norvasc, 4. Nexium, 5. Prevacid (Ogastro).
- The top 5 **corporations** in the year to April 2004 in order continued to be: 1: Pfizer, 2. GlaxoSmithKline, 3. Merck, 4. AstraZeneca, 5, Novartis.

KEY COUNTRY DRUG PURCHASES - RETAIL PHARMACIES

IMS HEALTH - RETAIL DRUG MONITOR: 12 MONTHS TO APR 2004

	12 MONTHS APR 2004 US\$ MILLIONS	12 MONTHS APR 2003 US\$ MILLIONS	% GROWTH US\$	% GROWTH AT CONSTANT EXCHANGE*
SELECTED WORLD	328,154	286,399	15	9
NORTH AMERICA	175,511	158,438	11	10
U.S.A.	166,301	151,116	10	10
CANADA	9,210	7,322	26	10
EUROPE (leading 5)	80,318	64,933	24	7
GERMANY	23,529	19,041	24	6
FRANCE	19,702	15,870	24	6
ITALY	13,647	11,219	22	4
UNITED KINGDOM	14,004	11,530	21	10
SPAIN	9,436	7,273	21	11
JAPAN (*including Hospital)	55,007	48,742	13	4
LATIN AMERICA (leading 3)	12,556	10,744	17	21
MEXICO	6,279	6,039	4	11
BRAZIL	4,595	3,578	28	28
ARGENTINA	1,682	1,126	49	49
AUSTRALIA/NEW ZEALAND	4,762	3,543	34	9

THERAPEUTIC CATEGORY

1 CARDIOVASCULAR	64,044	55,525	15	8
2 CENTRAL NERVOUS SYSTEM	60,327	50,581	19	14
3 ALIMENTARY/METABOLISM	47,765	42,471	12	7
4 RESPIRATORY	28,654	26,646	8	2
5 ANTI-INFECTIVES	27,401	24,723	11	5
6 MUSCULO-SKELETAL	20,866	17,388	20	14
7 GENITO-URINARY	17,889	16,306	10	5
8 CYTOSTATICS	15,539	13,184	18	11
9 DERMATOLOGICALS	9,826	8,842	11	5
10 BLOOD AGENTS	11,475	9,306	23	15
11 SENSORY ORGANS	6,637	5,762	15	9
12 DIAGNOSTIC AGENTS	6,005	5,117	17	10
13 HORMONES	5,237	4,462	17	10
14 MISCELLANEOUS	4,038	3,851	5	0
15 HOSPITAL SOLUTIONS	1,989	1,828	9	0
16 PARASITOLOGY	463	406	14	9

***Constant Exchange takes out the effect of fluctuating exchange rates**

KEY COUNTRY DRUG PURCHASES - RETAIL PHARMACIES

IMS HEALTH - RETAIL DRUG MONITOR: 12 MONTHS TO APR 2004

	US		JAPAN		GERMANY		FRANCE		ITALY		UK	
	\$M	+	\$M	+	\$M	+	\$M	+	\$M	+	\$M	+
TOTAL	166,301	10	55,007	4	23,529	6	19,702	6	13,647	4	14,004	10
CARDIOVASCULAR	29,375	10	11,096	6	5,049	1	4,541	2	3,501	6	3,567	14
CENTRAL NERVOUS SYST	38,404	16	4,307	10	3,444	11	3,240	8	1,797	4	2,763	12
ALIMENTARY/MET.	23,640	7	8,078	3	3,653	5	2,894	4	1,955	4	2,070	7
ANTI-INFECTIVES	13,704	8	5,903	1	1,728	4	1,695	4	1,235	(3)	475	5
RESPIRATORY	15,255	1	3,668	(4)	1,779	1	1,717	5	1,135	1	1,612	7
MUSCULO-SKELETAL	10,745	18	3,542	4	1,244	12	1,151	6	822	6	839	21
GENITO-URINARY	10,370	4	1,179	6	1,315	3	1,129	(1)	839	4	710	1
CYTOSTATICS	6,475	8	4,375	8	1,692	13	856	49	560	1	432	11
DERMATOLOGICALS	4,623	7	1,322	1	694	(3)	571	(2)	434	5	493	4
BLOOD AGENTS	4,454	23	3,510	6	961	18	701	15	541	4	351	28
SENSORY ORGANS	2,841	12	1,639	0	363	7	406	7	305	6	234	9
DIAGNOSTIC AGENTS	2,320	9	2,011	12	620	6	310	10	249	15	226	12
HORMONES	2,372	18	1,120	1	483	6	335	8	204	(3)	150	9
MISCELLANEOUS	1,533	(8)	1,436	4	388	2	91	16	41	(3)	19	(29)
HOSPITAL SOLUTIONS	4	131	1,816	(1)	88	3	26	30	22	3	12	4
PARASITOLOGY	186	12	4	4	29	(2)	39	9	6	(12)	50	3

	CANADA		SPAIN		BRAZIL		MEXICO		ARGENTINA		AUST./NZ	
	\$M	+	\$M	+	\$M	+	\$M	+	\$M	+	\$M	+
TOTAL	9,210	10	9,436	11	4,595	28	6,279	11	1,682	49	4,762	9
CARDIOVASCULAR	2,246	8	2,113	7	610	30	536	11	269	42	1,140	12
CENTRAL NERVOUS SYST	1,833	12	1,916	15	689	33	766	13	304	46	864	10
ALIMENTARY/MET.	1,347	9	1,187	7	777	27	1,161	10	281	50	721	9
ANTI-INFECTIVES	493	9	539	4	306	24	939	5	154	57	230	(7)
RESPIRATORY	673	9	970	15	458	29	750	16	130	52	506	7
MUSCULO-SKELETAL	627	14	546	16	371	28	532	11	134	58	313	14
GENITO-URINARY	456	4	580	13	541	31	461	13	116	43	194	3
CYTOSTATICS	441	19	436	14	26	(18)	54	34	9	(8)	184	11
DERMATOLOGICALS	319	2	318	11	375	26	364	7	98	57	216	6
BLOOD AGENTS	236	24	360	16	80	42	115	13	40	60	124	26
SENSORY ORGANS	158	7	232	14	143	30	154	14	52	51	111	10
DIAGNOSTIC AGENTS	199	8	2	(13)	6	26	8	4	19	119	35	(6)
HORMONES	73	7	210	3	108	32	117	10	41	43	23	10
MISCELLANEOUS	93	(2)	17	53	51	16	263	12	27	56	81	(5)
HOSPITAL SOLUTIONS	2	(18)	3	2	3	6	10	2	1	61	2	3
PARASITOLOGY	17	16	6	31	51	17	50	3	7	47	19	6

+: Growth is at Constant Exchange

KEY COUNTRY DRUG PURCHASES - RETAIL PHARMACIES

IMS HEALTH - RETAIL DRUG MONITOR: 12 MONTHS TO APR 2004

	NORTH AMERICA			EUROPE TOP FIVE			JAPAN		
	\$M	%	+	\$M	%	+	\$M	%	+
CARDIOVASCULAR	31,621	18	10	18,771	23	5	11,096	20	6
CENTRAL NERVOUS SYSTEM	40,237	23	16	13,161	16	10	4,307	8	10
ALIMENTARY/METABOLISM	24,987	14	7	11,760	15	5	8,078	15	3
ANTI-INFECTIVES	14,197	8	8	5,672	7	3	5,903	11	1
RESPIRATORY	15,929	9	1	7,212	9	5	3,668	7	(4)
MUSCULO-SKELETAL	11,372	7	18	4,602	6	11	3,542	6	4
GENITO-URINARY	10,826	6	4	4,573	6	3	1,179	2	6
CYTOSTATICS	6,915	4	9	3,976	5	17	4,375	8	8
DERMATOLOGICALS	4,942	3	6	2,509	3	2	1,322	2	1
BLOOD AGENTS	4,690	3	23	2,916	4	15	3,510	6	6
SENSORY ORGANS	2,999	2	12	1,540	2	8	1,639	3	0
DIAGNOSTIC AGENTS	2,518	1	9	1,407	2	9	2,011	4	12
HORMONES	2,445	1	18	1,383	2	5	1,120	2	1
MISCELLANEOUS	1,626	1	(7)	555	1	3	1,436	3	4
HOSPITAL SOLUTIONS	6	0	46	152	0	7	1,816	3	(1)
PARASITOLOGY	203	0	12	129	0	4	4	0	4

+: Growth is at Constant Exchange

Sales figures in these tables cover direct and indirect pharmaceutical channel purchases (pharmacies plus hospital in Japan and mail order in the USA) from pharmaceutical wholesalers and manufacturers in 13 key global markets. Figures include prescription and certain over-the-counter data, and represent manufacturer prices. These countries account for over two thirds of the world market.

These figures are taken from the monthly pharmaceutical audit conducted by IMS Health, the leading provider of healthcare information worldwide and cover the 12 month period from **May 2003 through to April 2004**. Sales for Argentina and Brazil are presented in US dollars only. The decision for the conversion to US dollars was due to excessive inflation and subsequent devaluations leading to both local currency and exchange rates exceeding the field sizes available for them on IMS databases.

- The selected regions are broken out by country.
- Each area is also shown in terms of broad therapeutic category.
- All sales values are shown in millions of dollars at prevailing exchange rates.
- In order to remove the effects of fluctuating exchange rates, growth rates are calculated net of exchange, in other words, growth figures are shown at local currency level or constant exchange except for the majority of the Latin America countries exclusive of Mexico, Chile, Colombia and Peru.
- In Argentina and Brazil sales are recorded in US dollars **in Mexico – local currency**.
- The unique system in Japan reduces the importance of the pharmacy in the distribution chain - sales reported include hospital data. In other countries sales monitored are limited to retail pharmacy only and do not include hospital data. In the USA our survey includes sales through mail order channels.

Operating in more than 100 countries, IMS Health is the world's leading provider of information solutions to the pharmaceutical and healthcare industries. With \$1.4 billion in 2003 revenue and 50 years of industry experience, IMS Health offers leading-edge business intelligence products and services that are integral to clients' day-to-day operations. These include marketing effectiveness solutions for prescription and over-the-counter pharmaceutical products; sales optimisation solutions to increase pharmaceutical sales force productivity; and consulting and customised services that turn information into actionable insights.

Any use of this should be sourced to IMS Health, IMS Retail Drug Monitor.

