

## IMS Company Search

### FILE DESCRIPTION

**IMS Company Search** profiles the most significant pharmaceutical companies worldwide, including parent corporations and subsidiaries of multinationals operating within the world's main healthcare markets. The database offers a comprehensive insight into the structure, activities, and operations of these pharmaceutical companies with:

- descriptions of business activities such as the manufacture of pharmaceutical ethical/generic/biotechnology products, R&D, and packaging
- full address and contact information for more than 18,000 key personnel
- employee data, when available
- details of local distributors and agents
- and detailed coverage of emerging markets

IMS Company Search has three types of records: company-sales data combined, company details only, and sales profile only. Each company in the database has only one of these record types, with the most complete being "company-sales data combined."

File 443 is the public access database; File 943 is available at reduced rates to subscribers to the *IMS Company Search* available directly from IMS Health.

### SUBJECT COVERAGE

IMS Company Search gives detailed descriptions of more than 8,800 companies that operate in 100 countries. In addition to directory information, each record identifies a company's local operational profile, corporate ownership links, executives, number of representatives, and when available, a sales profile of leading products and therapeutic classes.

### SOURCES

Information provided in IMS Company Search has been supplied directly from pharmaceutical companies that operate within a country. Sales information, including the top five leading products and therapeutic classes that contribute to local sales, is derived from the IMS Health international numeric database, MIDAS.

### TIPS

#### USE FILE 443

to search for information on international pharmaceutical companies and their products.

#### USE CO= AND SB=

to track subsidiary activity:

```
SELECT CO=ROCHE?;T/SB/ALL
```

#### USE /NA OR NA=

to search for drug names:

```
SELECT GENOTROPIN/NA
```

#### USE TC= AND SA=

to track competitors' sales by therapeutic class:

```
S TC=A8 AND SA>=10M
```

### DIALOG FILE DATA

Inclusive Dates: Current

Update Frequency: Quarterly

File Size:

More than 8,700 records as of September 2006

### CONTACT

IMS Company Search is provided by IMS Health. For questions concerning file content contact:

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## SAMPLE RECORD

DIALOG(R)File 443:IMS Company Search  
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00999956  
**/CO,CO=** ABBOTT  
 Abbott Laboratories (Hellas) SA  
 512 Vouliagmenis Ave  
**CY=,ZP=** Alimos, Athens, GR-174 56  
**CN=** GREECE  
 Telephone: +30 1 9985 555  
 Fax: +30 1 9958 360

**SO=** SOURCE: IMSWorld Publications, Ltd  
**PD=,PY=** LATEST RECORD DATE: November 06, 2001  
**DT=** DOCUMENT TYPE: Company-Sales Data Combined  
**LA=** LANGUAGE: English

**/DE** COMPANY AND PRODUCT DESCRIPTION:  
 manufacture, import, export, distribution, promotion, sales and detailing ,  
 distribution, promotion, pharmaceuticals, branded pharmaceuticals,  
 prescription pharmaceuticals, non-prescription pharmaceuticals, hospital  
 products, diagnostic products, dietetic and nutritional products, medical  
 equipment

OWNERSHIP: Group Ownership: Abbott USA  
 Ultimate Ownership: Abbott USA (95.0%); Abbott International USA  
 (5.0%)

**EM=** EMPLOYEES TOTAL:  
 152 (1999) 84 reps (1999)

**SB=** SUBSIDIARIES:  
 Famar Greece (3.0)

COMPANY DIVISIONS:  
 Pharmaceutical; Hospital

**/NM,NM=** MANAGEMENT:  
 Chairman- John Doitsas  
 Commercial Operations- Nikos Galanopoulos  
 Manufacture- Lilly Geyllau

**YR=** YEAR ESTABLISHED: 1946  
 CLIENT COMPANIES: Company handles products for Japan Medical Supply,  
 Japan.

**SA=** SALES (US\$MILLIONS): 26-28

PERCENT RANGE OF SALES BY TOP 5 PRODUCTS(%): 90-95%  
 PERCENT RANGE OF SALES FR. TOP THERAPEUTIC AREAS(%): 95-100%  
 PERCENT RANGE OF SALES FR. TOP DOSAGE FORM(%): 95-100%

DISTRIBUTION CHANNELS:  
 Company sales are within the top 95% of sales through retail pharmacies in  
 Greece.

**/NA,NA=,TN,TN=** TOP 5 COMPANY PRODUCTS:  
 KLARICID J1F macrolide  
 LOFTYL C4A cerebral/peripheral vasodilator  
 DARONDA L2A cytostatic hormone  
 HYTRIN G4B urological agent other  
 SIMILAC ADVANCE V6C infant formula

**/TC,TC=** TOP THERAPEUTIC CLASSES-PERCENT OF COMPANY SALES:  
 J1 antibiotics systemic 58.8%  
 C4 cerebral/peripheral vasodilators 21.5%  
 L2 cytostatic hormones 6.8%  
 V6 dietetics 5.7%  
 G4 urological agents 4.7%

**DO=** TOP DOSAGE FORMS-PERCENT OF COMPANY SALES:  
 B coated tablets 49.2%  
 G liquids 20.3%  
 A tablets 16.7%  
 P vials 7.5%  
 Y other forms 5.7

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	All Basic Index Fields	Word	S CARDIAC(W)THERAPIES
/CO	CO	Company Name <sup>1</sup>	Word	S ABBOTT(W)LABORATORIES/CO
/DE	DE	Description	Word	S BRANDED(W)PHARMACEUTICALS/DE
/NA	NA	Drug Name <sup>1</sup>	Word & Phrase	S KLARICID/NA
/NM	NM	Management Name <sup>1</sup>	Word	S CYTOSTATIC HORMONE/NA
/NT	NT	Company Notes	Word	S JOHN(W)DOITSAS/NM
/TC	TC	Therapeutic Class Code and Name <sup>1,5</sup>	Word & Phrase	S PUERTO(W)RICO/NT
/TN	TN	Brand Name <sup>1</sup>	Word & Phrase	S ANTIBIOTICS(W)SYSTEMIC/TC
			Word	S ANTIBIOTICS SYSTEMIC/TC
			Word	S UROLOGICAL(W)AGENT/TN

<sup>1</sup> Searchable in the Basic Index and in the Additional Indexes.

<sup>4</sup> Available for U.S. company records only.

<sup>2</sup> Numeric entries are indexed as complete numbers, rounded down to search a range of values, e.g., S SA>=10M to retrieve all records with sales of 10 million dollars or higher.

<sup>5</sup> Only text is searchable.

<sup>3</sup> All records are in English.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	A1	Company Postal Address		
—	A2	Company Street Address		
—	AN	DIALOG Accession Number		
—	CL	Client Companies		
CN=	CN	Country Name	Phrase	S CN=GREECE
CO=	CO	Company Name <sup>1</sup>	Phrase	S CO=ABBOTT LABORATORIES?
—	CP	Percent Sales From Therapeutic Areas		
CY=	CY	City	Phrase	S CY=ALIMOS, ATHENS
—	DI	Distribution Channel (Outlet)		
DO=	DO	Percent of Company Sales of Top Dosage Forms <sup>5</sup>	Phrase	S DO=COATED TABLETS
DT=	DT	Document Type	Phrase	S DT=COMPANY-SALES DATA COMBINED
—	DV	Company Division		
—	EL	E-Mail Address		
EM=	EM	Number of Employees <sup>2</sup>	Numeric	S EM>=50
—	FP	Percent Range of Sales From Top Dosage Form	Phrase	
—	FX	Fax and Telex Numbers		
—	HP	Home Page Address		
LA=	LA	Language <sup>3</sup>	Phrase	S LA=ENGLISH
NA=	NA	Drug Name <sup>1</sup>	Phrase	S NA=SIMILAC ADVANCE
NM=	NM	Management Name <sup>1</sup>	Phrase	S NM=LILLY GEYLLAU
—	NO	Number of Products		
—	OW	Ownership		
PD=	PD	Publication Date	Phrase	S PD=20011106
—	PP	Percent of Sales From Top Products		
PY=	PY	Publication Year	Phrase	S PY=2001
SA=	SA	Sales <sup>2</sup>	Numeric	S SA>=10M
SB=	SB	Subsidiaries	Phrase	S SB=FAMAR GREECE?
SO=	SO	Source Information	Phrase	S SO=IMSWORLD PUBLICATIONS, LTD.
ST=	ST	State <sup>4</sup>	Phrase	S ST=MN
TC=	TC	Therapeutic Class Code and Name <sup>1,5</sup>	Phrase	S TC=J1
				S TC=CYTOSTATIC HORMONE?
—	TE	Telephone Number		
TN=	TN	Brand Name <sup>1</sup>	Phrase	S TN=DARONDA
UD=	—	Update	Phrase	S UD=9999
YR=	YR	Year Started	Phrase	S YR=1946
ZP=	ZP	Postal Code	Phrase	S ZP=GR-174 56

**SPECIAL FEATURES**

For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK, HELP MAP online.

<b>LIMIT</b>	/YYYY -- Publication Year	S S2/2001
<b>SORT</b>	CN, CO, CY, SA, ST, ZP	SORT S1/ALL/CO PRINT S2/5/1-24
<b>RANK</b>	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK CO RANK TN S4
<b>MAP</b>	NA, TN	MAP NA TEMP S2 MAP TN TEMP S1

**PREDEFINED FORMAT OPTIONS**

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Company Name, Address, Document Type, Publication Date, Description, and Company Notes
3	Medium	Company Name, Address, Document Type, Publication Date, Description, and Company Notes
4	--	Telemarketing Contact and Address
5	Long	Full Record except Management and Products
6	--	Company Name and Publication Date
7	--	Full Record
8	Short	Company Name, Address, Document Type, Publication Date, Description, and Company Notes
9	Full	Full Record
10	--	National Address (excludes country)
20	--	International Address (includes country)
K	--	KWIC (Key Word In Context) displays a window of text; may be used alone or with other formats

**OTHER OUTPUT OPTIONS**

For an explanation, enter HELP TYPE, HELP REPORT, HELP UDF, HELP TAG online.

<b>REPORT</b>	Output can be displayed in table format. REPORT codes with field lengths in parentheses are listed in the Search Options tables. Default table width is 72 characters; use SET H 132 to set maximum table width.	REPORT S2/CO,SA,ZP/ALL
<b>USER DEFINED FORMATS</b>	Display codes listed in the Search Options tables can be used to customize output.	TYPE S3/CO,DE/1-5
<b>TAG</b>	Output can be displayed with tags identifying each display field.	TYPE S3/5/1-10 TAG
<b>DIRECT RECORD ACCESS</b>	If the accession number of a specific record is known, it can be used to display the record directly.	TYPE 00100005/5 DISPLAY 0074483/CO,DE PRINT 50301964/9

**FOR ONLINE HELP:**

See HELP FIELDS 443 for searchable fields; HELP FORMAT 443 for output formats; HELP LIMIT 443 for limits; HELP RATES 443 for cost information; HELP SORT 443 for sorts.