

ESPICOM Pharmaceutical and Medical Company Profiles

FILE DESCRIPTION

ESPICOM Pharmaceutical and Medical Company Profiles are based on two print publications: *Medical Device Companies Analysis* and *Pharmaceutical Companies Analysis*. Reports from this database provide highly detailed analyses of the world's leading pharmaceutical and medical device companies.

Typical applications for File 510 include: tracking product introductions, following new technologies, obtaining annual sales figures by region, monitoring product introductions, watching R&D and development cycles, and monitoring approvals and clearances.

SUBJECT COVERAGE

File 510 includes profiles of medical device and pharmaceutical companies. Typical profiles include:

- Corporate History
- Corporate Strategy
- Five-year Financial Analysis
- Overview of Company Products
- Alliances and International Activities
- R&D Products, Establishments, and Expenditure

TIPS

USE FILE 510

to track medical device and pharmaceutical companies.

USE SF=TABLE

to locate records that contain tables or exhibits.

USE REPORT TITLES

to gather all records together for an individual report.

```
SELECT ABBOTT?/MT  
REPORT S1/TITLES
```

DIALOG FILE DATA

Inclusive Dates: Current

Update Frequency: Bi-monthly

File Size: 34,124 records as of August 2008

CONTACT

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File 510 ESPICOM Pharmaceutical and Medical Company Profiles
SAMPLE RECORD

DIALOG(R)File 510:ESPICOM Pharm & Med Co. Profile
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00012596

/TL,SE= Financial Commentary: Financial Commentary - Profit & Loss--Balance Sheet

/MT, MT= Main Title: ALTANA INC 2000 Medical Device Company

PD=, PY= Pub. Date: APRIL 2000

CS= Source: Pharmaceutical Companies Analysis

Telephone: +44 (0) 1243 533322

WD= Word Count: 413 (1 pp.)

LA= Language: English

/TX Financial Commentary

Profit & Loss

Despite the difficult economic conditions in a number of important markets, Altana strengthened its position during 1998, fuelled by the strong international orientation of the company, successful new products and further acquisitions.

Net sales improved by 9.8 per cent to DM 2,887 million, with 3.0 per cent relating to acquisitions within the Chemicals division. Sales in Germany grew by 6.2 per cent to DM 877 million and international sales went up by 11.4 per cent to DM 2,010 million, or a record 69.9 per cent of total sales, with acquisitions contributing 4 per cent to the growth.

Within the Pharmaceuticals division, the 8.4 per cent rise in sales to DM 1,907 million was primarily due to new products in the therapeutic range. Supported by further growth in the market for pantoprazole, sales of DM 571 million were achieved. Divisional profits totalled DM 213 million and showed a disproportionate increase of 18.3 per cent, due to the company's determined business policy.

Balance Sheet

Altana's total assets amounted to DM 2,898 million, an increase of 7.3 per cent from 1997. The 10.6 per cent increase in non-current assets to DM 801 million was primarily the result of Altana's new acquisitions for the Chemicals division, in addition to the comparatively high level of investment during the year. The 5.7 per cent increase in inventories and trade accounts receivable to DM 810 million, or 27.7 per cent of total assets, was principally in the course of business expansion. Liquid assets were 38.1 per cent of total assets at DM 1,103 million, of which cash constituted DM 311 million (+DM 38 million).

Shareholders' equity totalled DM 1,569 million, or 54.1 per cent of the balance sheet total, up 8.0 per cent from 1997. Return on equity capital went up by 0.8 percentage points to 12.9 per cent. Reserves, consisting of provisions and accruals accounted for 27.3 per cent of the balance sheet total. Therefore, again in 1998, over 80 per cent of all liabilities was accounted for by shareholders' equity and reserves. Within liabilities, which amounted to DM 505 million, DM 244 were borrowings, DM 159 million were trade payables, and DM 102 million were taxation and social security.

THIS IS THE FULL-TEXT.

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Country: GERMANY

Industry: HEALTH CARE

Company Names (DIALOG Generated): Altana ; Profit & Loss

SAMPLE REPORT TITLES SEARCH

```
?s genetic(w)engineer?
      182 GENETIC
      399 ENGINEER?
S1      24 GENETIC(W)ENGINEER?
?report s1/titles
S2      24 Sort 1/ALL/PD,D MT,A FROM 510
      DIALOG(R) ONLINE TABLE OF CONTENTS
      LIST OF REPORT TITLES
```

ITEM NUMBER, MAIN TITLE

- ```

1 ALTANA INC 2000 Medical Device Company
 F510: Pharmaceutical Companies Analysis
 April 2000/35 records

2 OTSUKA 2000 Medical Device Company
 F510: Pharmaceutical Companies Analysis
 April 2000/31 records

3 Sumitomo Chemical Company Limited 2000 Medical Device Company
 F510: Pharmaceutical Companies Analysis
 March 2000/31 records

4 BASF 2000 Medical Device Company
 F510: Pharmaceutical Companies Analysis
 February 2000/62 records
```

Enter one item number, P for next page, or EXIT to leave TITLES:

?1

Enter (S)ection Headings only, (C)omplete table of contents,  
M to return to Main Menu Listing or EXIT to leave TITLES:

?c

DIALOG(R) F510: Pharmaceutical Companies Analysis  
Table of Contents

Main Title: ALTANA INC 2000 Medical Device Company  
Date: April 2000

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Profile Overview

- ```
1  Profile Overview - Table 1, Address--Table 2, Principal Operating
   Results--Table 3, Main Areas; SF=TABLE; AN=00012594
```

Table 4, Financial Indicators

- ```
2 Table 4, Financial Indicators; SF=TABLE; AN=00012595
```

Financial Commentary

- ```
3  Financial Commentary - Profit & Loss--Balance Sheet; AN=00012596
4  Cash Flows--Outlook--Notes; AN=00012597
```

Recent History/Corporate Strategy Part 1

- ```
5 Recent History/Corporate Strategy Part 1; AN=00012598
```

Recent History/Corporate Strategy Part 2

- ```
6  Recent History/Corporate Strategy Part 2; AN=00012599
7  Acquisitions--Divestitures; AN=00012600
```

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File 510 ESPICOM Pharmaceutical and Medical Company Profiles

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	All Basic Index Fields	Word	S ADULT(W)NUTRITION
/CN	CN	Country Name	Word	S GERMANY/CN
/DE	DE	Industry Description	Word	S HEALTH(W)CARE/DE
/MT	MT	Main Title ¹	Word	S MEDICAL(W)DEVICE?/MT
/TI	TI	Section and Subtitle ¹	Word	S CORPORATE(W)STRATEGY/TI
/TX	TX	Text	Word	S NEW(W)PRODUCT?/TX

¹ Searchable in the Basic Index and in the Additional Indexes.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	AN	DIALOG Accession Number		
CN=	CN	Country Name	Phrase	S CN=UNITED STATES
CS=	CS	Corporate Source	Phrase	S CS=PHARMACEUTICAL COMPANIES?
IN=	IN	Industry Description	Phrase	S IN=HEALTH CARE
LA=	LA	Language	Phrase	S LA=ENGLISH
MT=	MT	Main Title ¹	Phrase	S MT=ALTANA INC 2000?
PD=	PD	Publication Date	Phrase	S PD=200004
PY=	PY	Publication Year	Phrase	S PY=2000
SE=	SE	Section and Subtitle ¹	Phrase	S SE=RECENT HISTORY?
SF=	SF	Special Feature	Phrase	S SF=TABLE
UD=	—	Update	Phrase	S UD=9999
WD=	WD	Word Count	Numeric	S WD=400:500

SPECIAL FEATURES

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

LIMIT	/NONUS -- Report has non-U.S. emphasis /US -- Report has U.S. emphasis /YYYY -- Publication Year	S ROCHE/NONUS S S1/US S S1/2007
SORT	AN, CN, CS, IN, MT, PD, PY, SE, TI, WD	SORT S6/ALL/WD
RANK	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK IN S3

PREDEFINED FORMAT OPTIONS

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Full Record except Text
3	Medium	Full Record except Text
5	Long	Full Record
6	Free	Main Title, Title, Publication Date, Section Name, Word Count
8	--	Main Title, Title, Publication Date, Section Name, Country Name, Industry Name, and Word Count
9	Full	Full Record
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 UDF, HELP TAG online.

USER DEFINED FORMATS	User-defined formats can be specified using the display codes indicated in the Search Options tables.	TYPE S3/MT, TI/1-3
TAG	Output can be displayed with tags identifying each display field.	TYPE S3/5/1-10 TAG
DIRECT RECORD ACCESS	DIALOG Accession Number	TYPE 00021290/9 PRINT 00016717/2

FOR ONLINE HELP:

See HELP FIELDS 510 for searchable fields; HELP FORMAT 510 for output formats; HELP LIMIT 510 for limits; HELP RATES 510 for cost information; HELP SORT 510 for sorts.