



STN is operated in North America  
by Chemical Abstracts Service.

## STN Database Summary Sheet

**IMSCOPROFILE (IMS Company Profiles)** examines the internal makeup of 80 key pharmaceutical companies worldwide on an annual basis. The full text of each individual profile is an analysis of the critical components that affect a company's business strategy, giving a clear assessment of a company's relative strengths and weaknesses. Companies profiled range from large to small, public and private, and produce ethical, biotechnological, and generic pharmaceuticals.

Each profile includes the company strategy statement, the corporate structure, analysis of their product portfolio and R&D pipeline, a full financial review, analysts' forecasts, sales contributions by geographical area, business sector, and therapeutic class, and a review of major events, mergers, and acquisitions.

Also included are company updates, which are issued regularly as events of commercial significance occur.

Hot links giving you point-and-click access from IMSCOPROFILE to cited URLs are available while using STN Express with *Discover!* and STN on the Web.

### Subject Coverage

Company profiles describe the internal makeup of key pharmaceutical companies worldwide.

### Sources

IMS HEALTH collects data for Pharmaceutical Company Profiles from interviews with top company executives and financial analysts, press conferences, and investor meetings, as well as IMS' own extensive in-house information services. Published sources consulted include:

- Annual reports
- Analysts' reports
- News wires
- Trade press

### File Data

- 1995 to the present
- More than 60,000 records (8/06)
- Updated monthly
- Automatic current-awareness searches (SDIs) may be run monthly or quarterly (monthly is the default)

### User Aids

- Online Help messages (HELP DIRECTORY lists all help messages available)
- STNGUIDE

### Database Producer

In Europe:  
IMS HEALTH  
(IMSworld Publications Ltd)  
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CAS  
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CAS Customer Care:  
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E-mail: [support@jaici.or.jp](mailto:support@jaici.or.jp) (Technical Service)  
[customer@jaici.or.jp](mailto:customer@jaici.or.jp) (Customer Service)  
Internet: [www.jaici.or.jp](http://www.jaici.or.jp)

## IMSCOPROFILE

### Search and Display Field Codes

There are no fields that allow left truncation in this file.

Search Field Name	Search Code	Search Examples	Display Codes
Basic Index (contains single words from the title (TI), company name (CO), Section Title (SC), Uniform Resource Locator (URL), and and Text (TX) fields)	None (or /BI)	S FINAN? S TEIKOKU HORMONE S TAKEDA (S) PRODUCT PORTFOLIOO S ASTRA (L) SWEDENN	CO, SC, TI, TX, URL
Accession Number Company Name (1) Document Number Entry Date (2) Field Availability File Segment Language (code and text) Publication Date (2) Publication Year (2) Section Title (contains company and section title) Source (3) Title Update Date (2) Uniform Resource Locator Word Count (2)	/AN /CO /DN /ED /FA /FS /LA /PD /PY /SC  /SO /TI /UP /URL /WC	S 1999:954/AN S HOECHST ROUSSEL/CO S 0026156/DN S L1 AND ED>=19990800 S L5 AND TX/FA S FINANCIAL REVIEW/FS S EN/LA S PD>=19990100 S 1998-1999/PY S (ZENECA AND FINANCIAL?)/SC S "R&D PROFILE"?/SC S IMSWORLD/SO S ALLERGAN/TI S 19990700-19990800/UP S HTTP://WWW.ALTANA.COM/URL S WC<=500	AN CO DN Not displayed Not displayed SC LA PD PY SC  SO TI Not displayed URL WC

(1) Implied (S) proximity is available in this field.

(2) Numeric search field that may be searched using numeric operators or ranges.

(3) The source for all records is IMSworld Publications, Ltd.

## DISPLAY and PRINT Formats

Any combination of formats may be used to display or print answers. Multiple codes must be separated by spaces or commas, e.g., D L1 1-5 SC TX. The fields are displayed or printed in the order requested.

Hit-term highlighting is available for all fields except WC. Highlighting must be ON during SEARCH in order to use the HIT, KWIC, and OCC formats.

Format	Content	Examples
AN (1) CO (1) DN (1) LA (1) PD (1) PY (1,2) SC (1) SO (1) TI (1) TX TX(n) (2) URL (1) WC (1)	Accession Number Company Name Document Number Language Publication Date Publication Year Section Title Source Title Text Text n Uniform Resource Locator Word Count	D AN D 1-5 CO D AN DN D LA D PD D PY D 1,3 SC D SO D 2 4 6 TI D TX D TX (1) D URL D WC
ALL DALL COMP (BIB) (1) IALL ICOMP (1) SCAN (1,3) TRIAL (1) (TRI, FREE, SAM)	AN, DN, CO, TI, SO, URL, PD, SC, LA, WC, TX ALL, delimited for post-processing AN, DN, CO, TI, SO, URL, PD, SC, LA, WC ALL, indented with text labels COMP, indented with text labels (ICOMP is the default) CO, TI, SC, WC (random display without answer numbers) AN, CO, TI, SC, WC	D ALL D DALL D COMP D IALL D 3,7 L2 D SCAN D TRIAL TOTAL
HIT KWIC OCC (1)	Fields or text paragraph containing hit terms Hit terms with 20 words on either side (KeyWord-In-Context) Number of occurrences of hit terms and fields in which they occur	D HIT D KWIC NOH D OCC

(1) No online display fee for this format.

(2) Custom display only.

(3) SCAN must be specified on the command line, i.e., D SCAN or DISPLAY SCAN.

**IMSCOPROFILE****Full-Text Browsing**

User Request	Example	System Response
DISPLAY BROWSE	=> DISPLAY BROWSE ENTER (L1) OR L#: ENTER (DIS), ANSWER NUMBERS, OR END:	NOVICE version
D BRO Answer number(s) Answer number(s) and format Format only Change default format Forward n fields Backward n fields Search forward for character string Search backward for character string End DISPLAY BROWSE	=> D BRO L1 :1-3 :4 HIT :TI TX :*KWIC :F3 :B1 :S ESTIMATE :S :S -PER SHARE :S- :END =>	EXPERT version display answers 1, 2, and 3 in default format display answer 4 in HIT format display title and text of last answer displayed change default to KWIC no answer displayed move forward 3 fields move backward 1 field search forward within record for 'estimate' search backward within record for 'per share' exit DISPLAY BROWSE and return to => prompt

## SELECT, ANALYZE, and SORT Fields

The SELECT command is used to create E-numbers containing terms taken from the specified field in an answer set.

The ANALYZE command is used to create an L-number containing terms taken from the specified field in an answer set.

The SORT command is used to rearrange the search results in either alphabetic or numeric order of the specified field(s).

Field Name	Field Code	ANALYZE/ SELECT (1)	SORT
Accession Number	AN	Y	N
Company Name	CO	Y (default)	Y
Document Number	DN	Y	Y
Language	LA	Y	Y
Occurrence Count of Hit Terms	OCC	N	Y
Publication Date	PD	Y	Y
Publication Year	PY	Y	Y
Section Title	SC	Y (2)	Y
Text	TX	Y (3)	N
Text n	TX(n)	Y (3)	N
Title	TI	Y	Y
Uniform Resource Locator	URL	Y	Y
Word Count	WC	Y (4)	Y

(1) HIT may be used to restrict terms extracted to terms that match the search expression used to create the answer set, e.g., SEL HIT CT.

(2) Selects or analyzes the company and section title with /SC appended to the terms created by SELECT.

(3) Appends /BI to the terms created by SELECT.

(4) SELECT HIT and ANALYZE HIT are not valid with this field.

**IMSCOPROFILE****Sample Records****DISPLAY IALL**

ACCESSION NUMBER: 1999:2258 IMSCOPROFILE  
 DOCUMENT NUMBER: 0026136  
 COMPANY NAME: ADCOCK INGRAM  
 TITLE: ADCOCK INGRAM  
 SOURCE: IMSworld Publications, Ltd, Telephone: +44 171 393  
           5000  
 PUBLICATION DATE: Jul 7, 1999  
 SECTION TITLE: ADCOCK INGRAM; FINANCIAL DATA TABLE : IMS SALES DATA  
                   BY COUNTRY  
 LANGUAGE: ENGLISH  
 WORD COUNT: 296  
 TEXT:

Pharmaceutical Sales by Geographical Region and Leading Countries

	Country Share of Regional Corporate Sales %	Percentage Growth Dec 98/Dec 97	
		USD	LCD
TOTAL SALES	100.0	-3	16
ASIA,AFRICA & AUSTRALASIA	100.0	-3	16
SOUTH AFRICA	99.8	-3	16
ISRAEL	0.2	31	44

The company's pharmaceutical sales are analysed in terms of geographical region, and within each region the major countries presented. Sales data covers the twelve months to December 1998. See Appendix for country universe sourced.

Sales and growth for the audited Latin American countries are presented in US dollars only. The decision for 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 the MIDAS database.

## Appendix

All tables in this section are based on the following country universe. Although all universe countries are selected, individual corporations may not operate in all markets. In most cases, sales data covers the twelve month period to December 1998. Sales data from the Netherlands is no longer available.

**DISPLAY IALL (cont'd)**

Audited

Universes

North America	Europe	Asia, Africa & Australasia	Latin America
Canada*	Austria*	Australia*	Argentina
United States*	Belgium*	Bangladesh	Brazil
	Bulgaria	Egypt	Central America**
	Czech Republic*	French W Africa	Chile
	Denmark	Hong Kong	Colombia
		India	Dominican Republic
	Finland*	Indonesia*	Ecuador
	France*	Israel	Mexico
	Germany*	Japan*	Peru
	Greece	Jordan	Puerto Rico*
	Hungary*	Hangzhou Hospital	Uruguay
	Ireland	Korea*	Venezuela
	Italy*	Kuwait	
	Latvia	Malaysia	
	Lithuania	Morocco	
	Luxembourg	Nanjing Hospital	
	Norway	New Zealand*	
	Poland*	Pakistan	
	Portugal	Philippines*	
	Russian Federation*	Saudi Arabia	
	Spain	Shanghai Hospital	
	Slovak Republic*	South Africa*	
	Slovenia	Singapore	
	Sweden*	Taiwan*	
	Switzerland*	Thailand*	
	Ukraine	Tunisia	
	United Kingdom*	Turkey	
		United Arab Emirates	
		Wuhan Hospital	

\*Note: Includes hospital sales in addition to retail sales.

\*\*Note: Central America = Costa Rica, Guatemala, Honduras, El Salvador, Nicaragua and Panama.

**IMSCOPROFILE****DISPLAY ICOMP**

ACCESSION NUMBER: 1999:2222 IMSCOPROFILE  
DOCUMENT NUMBER: 0026100  
COMPANY NAME: ALLERGAN  
TITLE: ALLERGAN  
SOURCE: IMSworld Publications, Ltd, Telephone: +44 171  
393 5000  
URL: <http://www.allergan.com>  
PUBLICATION DATE: Jul 7, 1999  
SECTION TITLE: ALLERGAN; CORPORATE STRUCTURE  
LANGUAGE: ENGLISH  
WORD COUNT: 465

**DISPLAY FREE**

AN 1999:1941 IMSCOPROFILE  
CO CANTAB  
TI CANTAB  
SC CANTAB; MANAGEMENT UPDATE  
WC 63