

Financial results of health advocates
includes only major corporate donors from the healthcare sector
 [as reported in the annual accounts of health advocates]

Health advocates are ranked by size of revenue within each country
 [health advocates are listed under the country in which their annual reports are filed]

FOOTNOTES:

All organisations listed in this Appendix were sent an email copy of the text and figures of their entry for further comment.

About the 'Revenue' category

- ▶ *In a few cases where information about the current fiscal year is unavailable, the previous year's financial report has been used instead.*
- ▶ *'Revenue' may include changes in value of assets and investments.*
- ▶ *The year in the 'Revenue' column refers to the fiscal year that the organisation has used in its own Annual Report.*
- ▶ *'Change from previous year' refers to the percentage change in revenue between the current and previous fiscal years of the organisation.*
- ▶ *'Overheads as % of revenue'. In the great majority of cases, this category excludes an organisation's costs of fundraising (as far as can be ascertained from the Annual Reports). By stripping out the expenses involved in fundraising, a clearer picture emerges about how much management is spending to run an organisation.*
- ▶ *'Sources of funds' are generally reported as found in the Annual Report.*

Abbreviations used

- ▶ *AR = annual report or annual review.*
- ▶ *Abbott = Abbott Laboratories / Amersham is now GE Healthcare / AZ = AstraZeneca / Aventis = Group Sanofi Aventis / Baxter = Baxter Healthcare / BC = Beckman-Coulter / BD = Becton Dickinson Consumer Healthcare / Britannic = Britannic Assurance / B-I = Boehringer Ingelheim / The Blues = Blue Cross Blue Shield / BMS = Bristol Myers Squibb / Celltech is now part of UCB Pharma / CIDA = Canadian International Development Agency / DFID = UK Department for International Development / GE = General Electric / GSK = GlaxoSmithKline / J&J = Johnson & Johnson / Lloyd's = Lloyd's Pharmacy / Merck = Merck & Co, or Merck Sharp and Dohme / Norwich = Norwich Union / PhRMA=Pharmaceutical Research Manufacturers of America / P&G = Procter & Gamble / SIDA = Swedish International Development Cooperation Agency / S-P = Schering-Plough / S&N = Smith & Nephew / United Way = a not-for-profit investment fund that supports community-based NGOs and projects (the fund generated US\$ 4 billion [Euros 3 billion] revenue in fiscal 2003-2004 in the US).*

About donors

- ▶ *Corporate donors are large companies specialising in some aspect of healthcare. Pharmaceutical, diagnostic and medical device companies are listed first. 'Other healthcare' refers to donors from the rest of the healthcare sector (such as providers, insurers, and publishers, etc). Non-healthcare companies are not named (except—in two or three instances—tobacco companies).*
- ▶ *Whenever possible, the only companies mentioned are those that donate more than US\$ 10,000 [Euros 7,600].*
- ▶ *Donations may be in the form of money, or they may be in kind (such as donated medicines, computers, etc).*
- ▶ *When subsidiaries of companies donate funds, the parent organisation is named as donor.*

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