

Commission File No. 1-2189

## ABBOTT LABORATORIES

```
                    100 Abbott Park Road
                Abbott Park, Illinois 60064-3500
                    Telephone: (708) 937-6l00
One Abbott Park Road
Abbott Park, Illinois 60064-3500
(Former address, changed since last report)
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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X$. No

As of October 31, 1994, the Corporation had $806,287,192$ common shares without par value outstanding.

PART 1 FINANCIAL INFORMATION
ABBOTT LABORATORIES AND SUBSIDIARIES
CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

# ABBOTT LABORATORIES AND SUBSIDIARIES <br> CONDENSED CONSOLIDATED STATEMENT OF EARNINGS 

(UNAUDITED)
(Dollars in thousands except per share data)

|  | THREE MONTHS ENDED SEPTEMBER 30 |  | NINE MONTHS ENDED SEPTEMBER 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1994 | 1993 | 1994 | 1993 |
| Net Sales | \$2, 254, 817 | \$2, 060, 443 | \$6,674, 095 | \$6,179, 846 |
| Cost of products sold. | 1, 015, 831 | 917, 072 | 2,926,919 | 2,737,235 |
| Research and development | 239,390 | 225,159 | 711,176 | 639,611 |
| Selling, general and administrative. | 515,568 | 472,974 | 1,481,491 | 1,493, 010 |
| Provision for product withdrawal. | - | - | 1, - | $(70,000)$ |
| Total Operating Cost and Expenses... | 1,770,789 | 1,615,205 | 5,119,586 | 4,799,856 |
| Operating Earnings.. | 484, 028 | 445, 238 | 1,554,509 | 1,379,990 |
| Interest expense | 12,776 | 13,292 | 36,525 | 41,455 |
| Interest and dividend income | $(9,131)$ | $(9,238)$ | $(25,857)$ | $(28,769)$ |
| Other (income) expense, net | $(21,535)$ | 1,995 | $(19,204)$ | $(32,469)$ |
| Earnings Before Taxes. | 501,918 | 439, 189 | 1,563, 045 | 1,399,773 |
| Taxes on Earnings. | 150, 576 | 122,972 | 468, 914 | 391, 936 |
| Net Earnings. | \$ 351, 342 | \$ 316, 217 | \$1, 094, 131 | \$1, 007, 837 |
| Net Earnings Per Common Share. | \$. 43 | \$. 38 | \$1.34 | \$1.21 |
| Cash Dividends Declared |  |  |  |  |
| Per Common Share. | \$. 19 | \$. 17 | \$. 57 | \$. 51 |
|  | -------- | --------- | --------- | --------- |

The accompanying notes to condensed consolidated financial statements are an integral part of this statement.

# ABBOTT LABORATORIES AND SUBSIDIARIES 

CONDENSED CONSOLIDATED BALANCE SHEET

## (Dollars in Thousands)



## ASSETS

| Current Assets: |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents. | \$ 222,031 | \$ 300,676 |
| Investment securities | 96,656 | 78,149 |
| Trade Receivables, less allowances of \$118,064 in 1994 and \$116,925 in 1993. | 1,472,024 | 1,336,222 |
| Inventories: |  |  |
| Finished products. | 544,081 | 476,548 |
| Work in process | 230,183 | 216,493 |
| Materials. | 282,847 | 247,492 |
| Total Inventories. | 1,057,111 | 940,533 |
| Prepaid income taxes. | 487,124 | 458,026 |
| Other prepaid expenses and receivables | 525,334 | 471,929 |
| Total Current Assets. | 3,860,280 | 3,585,535 |
| Investment Securities Maturing after One Year. | 286,895 | 221,815 |
| Property and Equipment, at Cost | 6,904,109 | 6,221,146 |
| Less: accumulated depreciation and amortization | 3,081,122 | 2,710,155 |
| Net Property and Equipment | 3,822,987 | 3,510,991 |
| Deferred Charges and Other Assets | 385,996 | 370,228 |
|  | \$8,356,158 | \$7,688,569 |
| LIABILITIES AND SHAREHOLDERS' INVESTMENT |  |  |
| Current Liabilities: |  |  |
| Short-term borrowings and current portion of long-term debt | \$ 764,265 | \$ 843,594 |
| Trade accounts payable.... | 592,479 | 638,509 |
| Salaries, income taxes, dividends payable, and other accruals | 2,051, 021 | 1,612,830 |
| Total Current Liabilities | 3,407,765 | 3,094,933 |
| Long-Term Debt. | 307,920 | 306,840 |
| Other Liabilities and Deferrals | 681,984 | 611,867 |
| Shareholders' Investment: |  |  |
| Preferred shares, \$1 par value |  |  |
| Common shares, without par value |  |  |
| Authorized - 1,200,000,000 shares |  |  |
| Issued at stated capital amount - |  |  |
| 1994: 817,698,668 shares; 1993: 830,941,614 shares. | 500,539 | 469,828 |
| Earnings employed in the business | 3,552,056 | 3,364,952 |
| Cumulative translation adjustments | $(37,281)$ | (100,716 |
|  | 4,015,314 | 3,734,064 |

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Less:
Common shares held in treasury, at cost
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Total Shareholders' Investment
The accompanying notes to condensed consolidated financial statements are an integral part of this statement.
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51,783
3,958,489 3,674,929
8,356,158 \$7,688,569

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ABBOTT LABORATORIES AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENT OF EARNINGS
                    (UNAUDITED)
(Dollars in thousands)
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Cash Flow From (Used in) Operating Activities:

| Net earnings | , 094, 131 | \$1, 007, 837 |
| :---: | :---: | :---: |
| Adjustments to reconcile net earnings to |  |  |
| Depreciation and amortization | 391, 049 | 376, 251 |
| Trade receivables | (100, 140) | $(135,841)$ |
| Inventories | $(87,128)$ | $(74,632)$ |
| Provision for product withdrawal | - | (70, 000) |
| Other, net | 322,531 | 271, 234 |

Net Cash From Operating Activities
1,620,443
1,374,849

Cash Flow From (Used in) Investing Activities:

| Acquisitions of proper | (689, 270 ) | (697, 042) |
| :---: | :---: | :---: |
| Investment securities | $(83,754)$ | $(34,209)$ |
| Other | 21,425 | 39,178 |
| Net Cash (Used in) | $(751,599)$ | (692, 073 ) |

Cash Flow From (Used in) Financing Activities:

| Borrowing transactions | $(85,855)$ | 47,432 |
| :---: | :---: | :---: |
| Common share transactions | $(413,802)$ | $(297,112)$ |
| Dividends paid | $(448,899)$ | $(407,779)$ |

Net Cash (Used in) Financing Activities...... (948,556)
(657, 459)


The accompanying notes to condensed consolidated financial statements are an integral part of this statement.

## ABBOTT LABORATORIES AND SUBSIDIARIES <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 1994
(UNAUDITED)

NOTE 1 - BASIS OF PREPARATION:

The accompanying unaudited, condensed consolidated financial statements have been prepared pursuant to rules and regulations of the Securities and Exchange Commission and, therefore, do not include all information and footnote disclosures normally included in audited financial statements. However, in the opinion of management, all adjustments (which include only normal adjustments) necessary to present fairly the financial position, cash flows, and results of operations have been made. It is suggested that these statements be read in conjunction with the financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 1993.

NOTE 2 - EARNINGS PER COMMON SHARE:

Earnings per common share amounts are computed by using the weighted average number of common shares outstanding. These shares averaged 814,480,000 for the nine months ended September 30, 1994 and $830,898,000$ for the same period in 1993

NOTE 3 - TAXES ON EARNINGS:

Taxes on earnings reflect the estimated annual effective tax rates. The effective tax rates are less than the statutory U.S. Federal income tax rate principally due to tax incentive grants related to subsidiaries operating in Puerto Rico and Ireland. The increase in the effective tax rate from 28 percent in 1993 to 30 percent in 1994 is due primarily to the increase in the statutory U.S. Federal income tax rate and the reduction in the tax incentive grants for operations in Puerto Rico.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
SEPTEMBER 30, 1994
(Unaudited), Continued

NOTE 4 - LITIGATION AND ENVIRONMENTAL MATTERS:
The Company is involved in various claims and legal proceedings including numerous antitrust suits and investigations in connection with the sale and marketing of infant formula and the pricing of prescription pharmaceutical products.

The Company is also involved in numerous product liability cases, many of which allege injuries to the offspring of women who ingested a synthetic estrogen (DES) during pregnancy. In addition, the Company has been identified as a potentially responsible party for investigation and cleanup costs at a number of locations in the United States and Puerto Rico under Federal remediation laws and is voluntarily investigating potential contamination at a number of Company-owned locations.

The matters above are discussed more fully in Item 1, Business - Environmental Matters, and Item 3, Legal Proceedings, in the Annual Report on Form 10-K, which is available upon request, and in Part II, Item 1, Legal Proceedings, in this Form.

While it is not feasible to predict the outcome of such pending claims, proceedings, investigations and remediation activities with certainty, management is of the opinion that their ultimate disposition should not have a material adverse effect on the Company's financial position, cash flows, or results of operations.

## NOTE 5 - OTHER SIGNIFICANT EVENTS:

In June 1992, the Company voluntarily withdrew from the worldwide market its quinolone anti-infective, temafloxacin, and recorded a charge for costs associated with this withdrawal. In the second quarter 1993, the Company resolved various contingencies relative to the temafloxacin withdrawal and recorded a credit for these items.

RESULTS OF OPERATIONS - THIRD QUARTER AND FIRST NINE MONTHS 1994 COMPARED WITH SAME PERIODS IN 1993

Worldwide sales for the third quarter and first nine months increased 9.4 percent and 8.0 percent, respectively, over the comparable 1993 periods. Net earnings increased 11.1 percent and 8.6 percent, respectively, in the third quarter and first nine months 1994. Earnings per share increased 13.2 percent and 10.7 percent, respectively, in the third quarter and first nine months 1994.

Gross profit margin (sales less cost of products sold, including freight and distribution expenses) of 56.1 percent for the first nine months of 1994 was up from 55.7 percent one year ago primarily due to product mix. Gross margin of 54.9 percent for the third quarter 1994 was down from 55.5 percent in the third quarter of 1993. This decrease was due to timing of certain expenses incurred in the third quarter of 1994 which were incurred in earlier quarters in 1993, partially offset by product mix.

Research and development expenses were $\$ 239.4$ million and $\$ 711.2$ million for the third quarter and first nine months 1994, respectively. This represented 10.6 percent and 10.7 percent of net sales, compared to 10.9 percent and 10.3 percent in 1993. The majority of research and development expenditures continues to be concentrated on pharmaceutical and diagnostic products.

Selling, general, and administrative expenses for the third quarter increased 9.0 percent over the prior year and decreased 0.8 percent for the nine months ended September 30. The first nine month decrease reflects the settlement in 1993 of certain claims and legal proceedings in connection with the sale and marketing of infant formula products. In the second quarter of 1993, the Company recorded a pre-tax charge to earnings of approximately $\$ 104$ million in connection with these settlements.

During the second quarter of 1993, the Company resolved various contingencies relative to the temafloxacin withdrawal. The Company recorded a pre-tax credit to earnings of $\$ 70$ million for these items.

Other (income) expense, net, includes net foreign exchange losses of $\$ 1.9$ million and $\$ 29.5$ million, respectively, for the third quarter and first nine months 1994 compared with net foreign exchange losses of $\$ 11.8$ million and $\$ 31.0$ million for the corresponding prior year periods. Also included in the first nine months of 1993 is the gain on the sale of the Company's peritoneal dialysis product line.

The effective income tax rate increased from 28 percent in 1993 to 30 percent in 1994 due primarily to the increase in the statutory U.S. Federal income tax rate and the reduction in tax incentive grants for Puerto Rico operations.

## INDUSTRY SEGMENTS

Industry segment sales for the third quarter and first nine months 1994 and the related change from the comparable 1993 periods are shown in the table below. The Pharmaceutical and Nutritional Products segment includes a broad line of adult and pediatric pharmaceuticals and nutritionals, which are sold primarily on the prescription or recommendation of physicians or other health care professionals; consumer products; agricultural and chemical products; and bulk pharmaceuticals. The Hospital and Laboratory Products segment includes diagnostic systems for blood banks, hospitals, commercial laboratories and alternate-care testing sites; intravenous and irrigation fluids and related administration equipment; drugs and drug delivery systems; anesthetics; critical care products; and other medical specialty products for hospitals and alternate-care sites.

Domestic and international sales for the third quarter and first nine months 1994 primarily reflect unit growth. International sales were favorably affected 1.8 percent by the relatively weaker dollar in the third quarter. On a year-todate basis, international sales were adversely affected 1.8 percent due to the relatively stronger U.S. dollar.

|  | Third Quarter |  | Nine Months |  |
| :---: | :---: | :---: | :---: | :---: |
| SEGMENT SALES | 1994 | Percent | 1994 | Percent |
| (in millions of dollars) | Sales | Increase | Sales | Increase |
| Pharmaceutical and Nutritional Products: |  |  |  |  |
| Domestic | \$ 834.9 | 13.1 | \$2,466.0 | 11.7 |
| International | 374.6 | 17.1 | 1,136.5 | 13.2 |
|  | 1,209.5 | 14.3 | 3,602.5 | 12.2 |
| Hospital and Laboratory Products: |  |  |  |  |
| Domestic | 566.2 | 2.3 | 1,704.3 | 2.8 |
| International | 479.1 | 6.8 | 1,367.3 | 4.2 |
|  | 1,045.3 | 4.3 | 3,071.6 | 3.5 |
| Total All Segments: |  |  |  |  |
| Domestic | 1,401.1 | 8.4 | 4,170.3 | 7.9 |
| International | 853.7 | 11.1 | 2,503.8 | 8.1 |
|  | \$2,254.8 | 9.4 | \$6,674.1 | 8.0 |

FINANCIAL REVIEW
(continued)

LIQUIDITY AND CAPITAL RESOURCES AT SEPTEMBER 30, 1994
COMPARED WITH DECEMBER 31, 1993

Net cash from operating activities for the first nine months 1994 totaled
$\$ 1.620$ billion. The Company expects annual cash flow from operating activities to continue to approximate or exceed the Company's capital expenditures and cash dividends.

The Company has maintained its favorable bond ratings (AAA by Standard \& Poor's Corporation and Aa1 by Moody's Investors Service) and continues to have readily available financial resources, including unused domestic lines of credit of $\$ 300$ million at September 30, 1994.

During the first nine months 1994, the Company continued its program to purchase its common shares. The Company purchased and retired 15,376,000 shares during this period at a cost of $\$ 446$ million. As of September 30, 1994, an additional $18,725,000$ shares may be purchased in future periods under authorization granted by the Board of Directors in September 1994.

## LEGISLATIVE ISSUES

The Company's primary markets are highly competitive and subject to substantial government regulation. In the U.S., comprehensive legislation may be enacted that could make significant changes to the availability, delivery and payment for health care products and services. International operations are also subject to a significant degree of government regulation. It is not possible to predict the extent to which the Company or the health care industry in general might be adversely affected by these factors in the future. A more complete discussion of these factors is contained in Item 1, Business, in the Annual Report on Form $10-\mathrm{K}$, which is available upon request.

## ITEM 1. LEGAL PROCEEDINGS

The Company's 10-Q for the quarter ended June 30, 1994 described 19 antitrust suits (as of June 30, 1994) regarding the pricing of prescription pharmaceuticals. Nine additional lawsuits have been filed since June 30, 1994. Five of these lawsuits were filed in federal court in the Northern District of Illinois. These five cases were filed on July 1, August 1, August 18, August 31 and September 16, 1994, respectively. In addition, on July 7, 1994, a case was filed in federal court in the Eastern District of Pennsylvania; on July 12, 1994, a case was filed in state court in San Francisco County, California; on July 28, 1994, a case was filed in state court in Dane County, Wisconsin; and, on July 28, 1994, a case was filed in federal court in the Eastern District of Missouri. The cases that were filed in Pennsylvania and in California both purport to be statewide class actions on behalf of retail pharmacies. The plaintiffs in these nine cases seek unspecified treble damages, attorneys' fees, and declaratory and injunctive relief and have named the Company and numerous other pharmaceutical manufacturers and wholesalers as defendants. As of September 30, 1994, the Company has been named as a defendant in 28 pending antitrust suits regarding the pricing of prescription pharmaceuticals. The Company intends to defend itself in these lawsuits and to deny all substantive allegations.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits

11 Statement re: computation of per share earnings - attached hereto.

12 Statement re: computation of ratio of earnings to fixed charges - attached hereto.

27 Financial Data Schedule - attached hereto.
(b) Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended September 30, 1994.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

ABBOTT LABORATORIES
/S/ Theodore A. Olson
Theodore A. Olson, Vice President and Controller (Principal Accounting Officer)

## ABBOTT LABORATORIES AND SUBSIDIARIES

CALCULATION OF FULLY DILUTED EARNINGS PER SHARE
(Dollars and Shares in Millions Except Per Share Amounts)

1. Net earnings
2. Average number of shares outstanding
3. Earnings per share based upon average outstanding shares (1 divided by 2)
4. Fully diluted earnings per share:
a. Stock options granted and outstanding for which the market price at quarter-end exceeds the option price
b. Aggregate proceeds to the Company from the exercise of options in 4.a.
c. Market price of the Company's common stock at quarter-end
d. Shares which could be repurchased under the treasury stock method (4.b. divided by 4.c.)
e. Addition to average outstanding shares (4.a. - 4.d.)
f. Shares for fully diluted earnings per share calculation (2. + 4.e.)
g. Fully diluted earnings per share (1. divided by 4.f.)

NINE MONTHS ENDED SEPTEMBER 30
1994 1993
\$ 1, 094.1
\$ 1,007.8

| 1994 | 1993 |
| :---: | :---: |

---------
830.9


---------
--------
814.5

18.1
------------
\$ $\quad 321.7$ --------------
\$ 31.375
-------------
$+10.3$
10.3
-------------
7.8
-------------
822.3
----------
\$ $\quad 1.33$
--------
------------
19.3
---------
\$ 299.6 -------------
\$ 27.375
---------
10.9
--------------
8.4
---------
839.3
--------
\$ 1.21
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## ABBOTT LABORATORIES

CALCULATION OF RATIO OF EARNINGS TO FIXED CHARGES
(Unaudited)
(Millions of Dollars)

## NINE MONTHS ENDED

 SEPTEMBER 30, 1994| Net Earnings | \$ 1,094 |
| :---: | :---: |
| Add (deduct) : |  |
| Income taxes | 469 |
| Capitalized interest cost, net of amortization | (5) |
| Minority interest | 8 |
| Net earnings as adjusted | \$ 1,566 |
| Fixed Charges: |  |
| Interest on long-term and short-term debt | 37 |
| Capitalized interest cost | 13 |
| Rental expense representative of an interest factor | 19 |
| Total Fixed Charges | 69 |
| Total adjusted earnings available for payment of fixed charges |  |
| Ratio of earnings to fixed charges | 23.7 |
| NOTE: For the purpose of calcula calculated by adjusting net interest expense; capitaliz minority interest; and the the interest factor, (ii) rental expense to be the and (iii) fixed charges co including capitalized inte | i) earning en earn net of am s represen rs one-th return on est expens ion of ren |

THIS SCHEDULE CONTAINS NINE MONTH SUMMARY FINANCIAL INFORMATION EXTRACTED FROM ABBOTT LABORATORIES' 1994 THIRD QUARTER FORM 10-Q AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FORM 10-Q FILING.

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    9-MOS
            DEC-31-1994
            JAN-01-1994
                SEP-30-1994
                    222,031
                    96,656
                    1,590,088
                    118,064
                    1,057,111
            3,860,280
                                    6,904,109
            3,081,122
            8,356,158
            3,407,765
                    307,920
                                    500,539
            0
                0
                3,457,950
8,356,158
                                6,674,095
            6,674,095
                                    2,926,919
                2,926,919
                711,176
                    6,659
            36,525
            1,563,045
                    468,914
                    1,094,131
                0
                    0
            1,094,131
                1.34
                1.33
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OTHER EXPENSES ARE RESEARCH AND DEVELOPMENT EXPENSES

