

Gain a Deeper Understanding of Your Competitors' Performance

IQVIA Company Link allows you to go beyond global company-reported sales data

Uncover the insights you need for better product analysis and predictions

While company-reported sales data can be 100% accurate when coming directly from companies' own annual and quarterly reports, it doesn't give you the segmented information you need to glean deeper, more telling insights. For truly effective benchmarking, you need more granular and wider data you can rely on.

IQVIA Company Link is one of the key datasets within IQVIA Analytics Link — a pioneering online platform that presents MIDAS historical sales that connect thousands of drugs to hundreds of diseases across a vast array of countries. IQVIA Company Link extends and deepens the company-reported historical sales and analyst consensus forecasts available in the IQVIA Analytics Link ecosystem.

Using IQVIA MIDAS sales data to inject granularity, you can analyze company-reported sales by country and disease, giving you greater context and a fuller picture. Through fully aligned analyst consensus forecasts, you're able to see the investment community's view of future sales for each product at a country- and disease-specific level.

Company Link covers



Systematic reconciliation of company-reported and MIDAS sales data corrects any potential under-reporting in vaccines, oncology, and biologics, and over-reporting due to primary care discounting.

Discover the added value of Company Link

7-year analyst consensus forecasts at disease- and country-level enables you to assess the investment community's view of your drug or market of interest.

10-year historical and 7-years forecast sales data at your fingertips

HISTORICAL AND FORECAST DATA

Segment data by country, disease, and up to 10 other attributes.

HISTORICAL AND FORECAST FINANCIAL DATA

Bolster insights using in-built metrics, such as operating profit margin and return on capital employed.

DETAILED FINANCIALS

Access 10-year historical and 7-year profit and loss forecasts, 10-year historical balance sheet and 10-year historical cashflow data.

SALES PERFORMANCE

View 10 years' historical and 7 years' forecasted prescription pharma sales performance and see which products are forecasted to drive company sales within the next 7 years.

OUTLOOK AND CATALYSTS

Understand brokers' sentiments and review future events that are expected to have a positive or negative impact on a company's performance.





Answer your key business questions

What is a company's reported historical and analyst consensus forecast product sales at country- and disease-level?

What are the key drivers of our competitors' historical and forecast performance?

What relevant catalysts and product approvals are on the horizon?

What insights can I gain from the historical and forecast profit and loss data of my competitors?

Add details to see the bigger picture

IQVIA's Company Link provides the important details and data that others don't see. With a deeper and wider understanding, greater context and insight-driven predictions, you can keep one eye on your competitors, and stay one step ahead.

Email AnalyticsLinkSales@IQVIA.com today to see how IQVIA Company Link could benefit you.