

*25th Anniversary*  
**SPECIAL ISSUE**

# Inc.

The Handbook of the American Entrepreneur

# 500

**AMERICA'S  
FASTEST  
GROWING  
PRIVATE  
COMPANIES**

**Congratulations to  
Cumberland  
Pharmaceuticals  
No. 257**





## Company Profile

Cumberland Pharmaceuticals is a specialty pharmaceutical company that develops and markets branded, prescription products. Founded in 1999, Cumberland focuses on late-stage and FDA approved medicines for targeted physician segments. A growing sales force of approximately 200 experienced pharmaceutical representatives promotes Cumberland's products nationwide, and includes specialty hospital and gastroenterology sales teams. The Company strives to provide innovative products, improve quality of care for patients, and achieve sustained growth.

Founder and CEO, A.J. Kazimi

## Cumberland Pharmaceuticals NO. 257

**507.2% Three-Year Growth**

REVENUE: \$12.7 million EMPLOYEES: 20

FOUNDED: 1999 Nashville

*What it does:* Acquires the rights to pharmaceuticals that are already on the market or in late-stage development. It then manufactures and sells the drugs to pharmaceutical wholesalers and to large pharmacy chains.

*Why it's growing:* Big Pharma wants blockbusters and sells off less popular drugs cheaply. Cumberland exploits the potential of smaller successes.



**CUMBERLAND<sup>®</sup>**  
PHARMACEUTICALS

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# Inc. 500

**About the Inc. 500** This year, *Inc.* magazine celebrates the 25th anniversary of its annual ranking of the fastest-growing privately held companies in the United States.

These companies are where the action is—they're leaders with cutting-edge business models whose rapid growth shows that they've figured out how to meet the most pressing needs of today's economy. Data from investment research firm Morningstar shows that only 33 publicly traded U.S. companies show three-year revenue growth higher than the No. 500 company on this year's list. The Inc. 500's illustrious alumni roster includes such household names as Microsoft, Oracle, E-Trade, Domino's Pizza, Jiffy Lube, and Super 8 Motels.