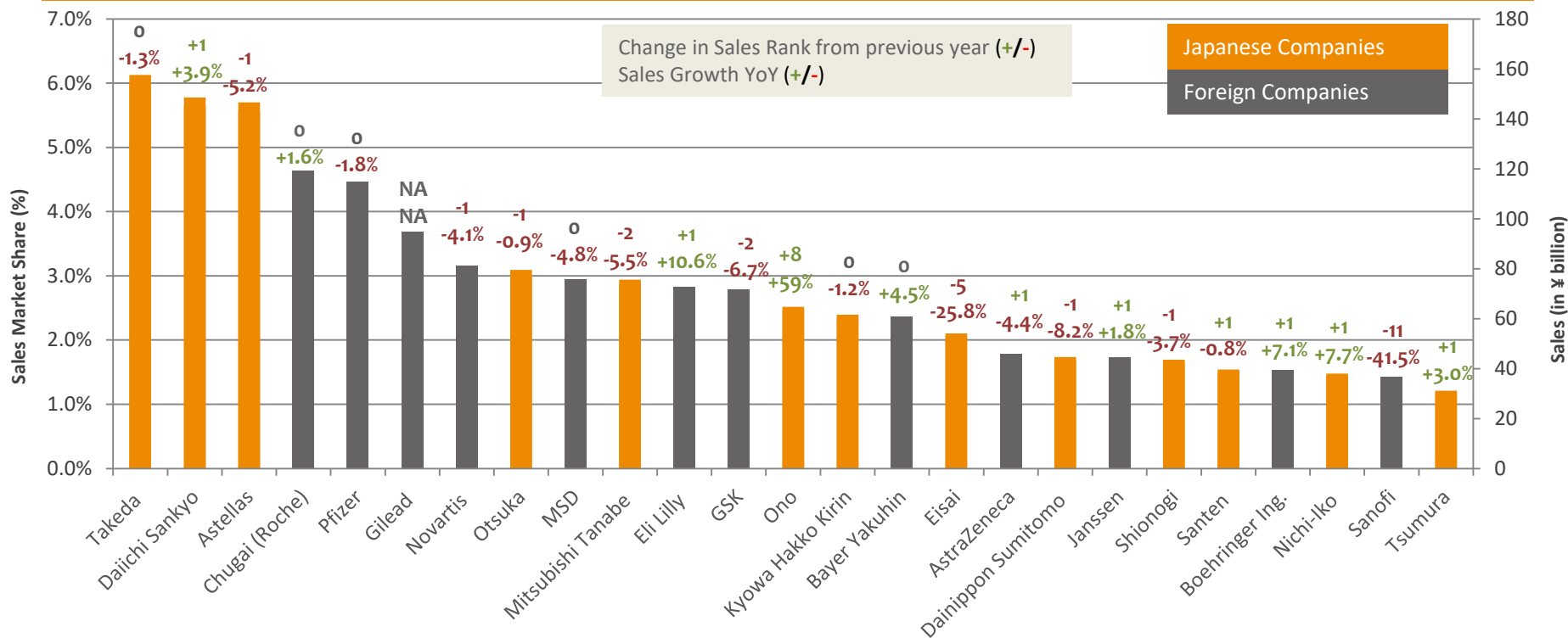


Top-25 Companies by Sales (04/2016 to 06/2016)*



* 1. NHI Price based sales. 2. Sales by Marketing Authorization Holder

- Combined sales of top-25 'marketing-companies' constitute 71.7% (-1.4PP YoY) of total Japan pharma sales ¥2,511billion (+2% YoY) for the first quarter of FY 2016 (04/2016 to 06/2016).
- Among top-25 companies - sales ratio of Japanese Companies to Foreign Companies was 53.5: 46.5. Total sales of Japanese Companies among top-25 companies was ¥962.3 billion(-0.8% YoY), while for Foreign Companies was ¥837.4 billion (+1.1% YoY) for the quarter.
- Among the companies posted remarkable growth YoY are - Gilead (mainly due to *Harvoni* and *Sovaldi* sales), Ono (mainly due to *Opdivo*) and Eli Lilly (mainly due to *Cyramza*). On the other hand the companies lost significant sales YoY are - Sanofi (mainly due to patent expiry of *Plavix*) and Eisai (mainly due to continued losing sales of mainstay products *Aricept* and *Pariet*).