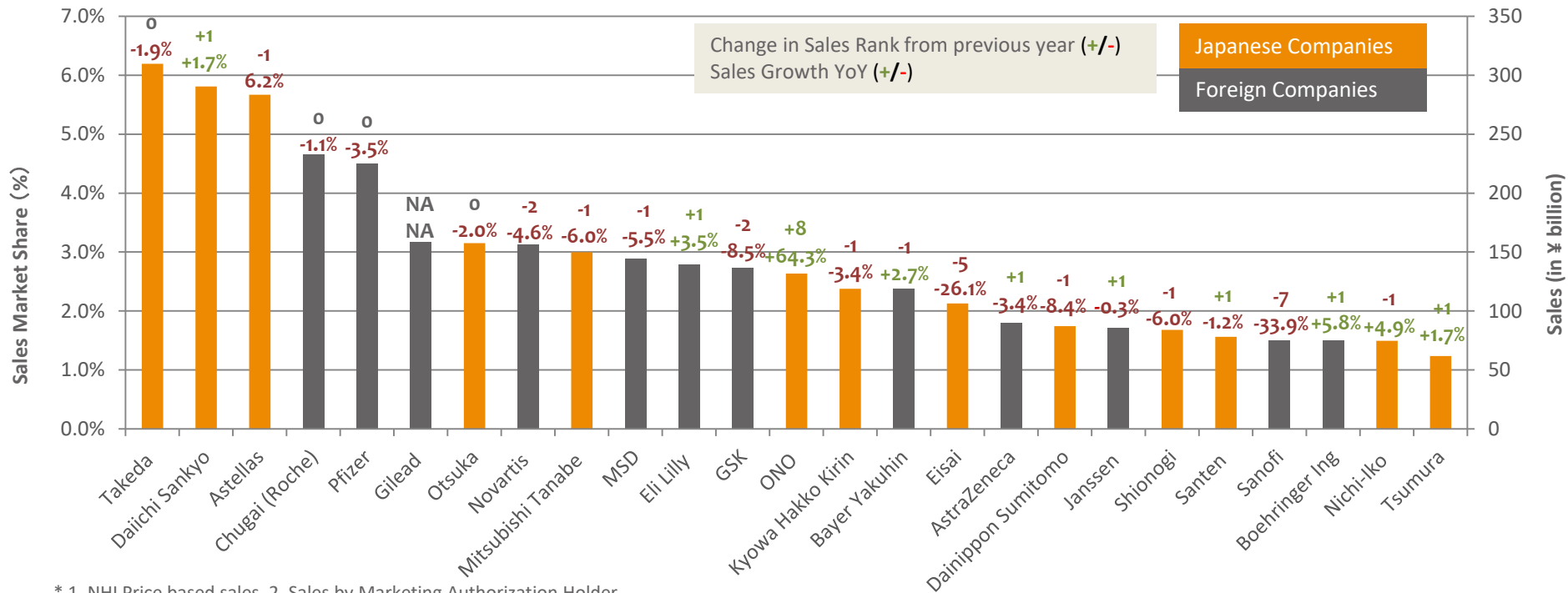


# Top-25 Companies by Sales (04/2016 to 09/2016)\*



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

- Total Japan pharma sales for the period of 04/2016 to 09/2016 was ¥4,888.5billion (-0.48% YoY).
- The decline in sales was observed mainly because of the biennial NHI price revision imposed from April 2016.
- Top-25 companies constitute 71.4% (down by 0.7PP) of total Japan pharma sales.
- Japanese Companies to Foreign Companies sales ratio was 54:46 for the period. Foreign Companies sales declined by -1.1% YoY (verses -1.69% for Japanese Companies).
- Combined sales of top-25 companies posted -1.44% YoY decline to ¥3,490billion (while the total Japan pharma sales was down by -0.48%).
- Gilead and Ono posted robust growth of 185% and ~64% due to sales of Hepatitis-C drugs (*Harvoni* and *Sovaldi*) and *Opdivo* respectively. It is noted that while *Opdivo* sales is still growing (with some additional indications underway), Gilead's products are about approaching plateau.