

Encise Monthly Snapshot

(NHI Price Based, Quick Data*)

March 2018

Research Category

Monthly

Date of Release

April 10, 2018

Encise | Research Center

Monitoring Pharmaceutical Industry for the Society
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* Please note that only the most recent month data is 'Quick Data'; while the previous months' data is 'Fixed Data'. 'Quick Data' may slightly vary from the 'Fixed Data'.

Encise has prepared these reports by processing, editing, and developing estimates based on the ethical drug information we have collected. We do not guarantee the accuracy or completeness of this information, or that it meets any specific threshold in terms of content and/or quality.

FY 2017 (April 2017 to March 2018*)



Source: Encise Inc.

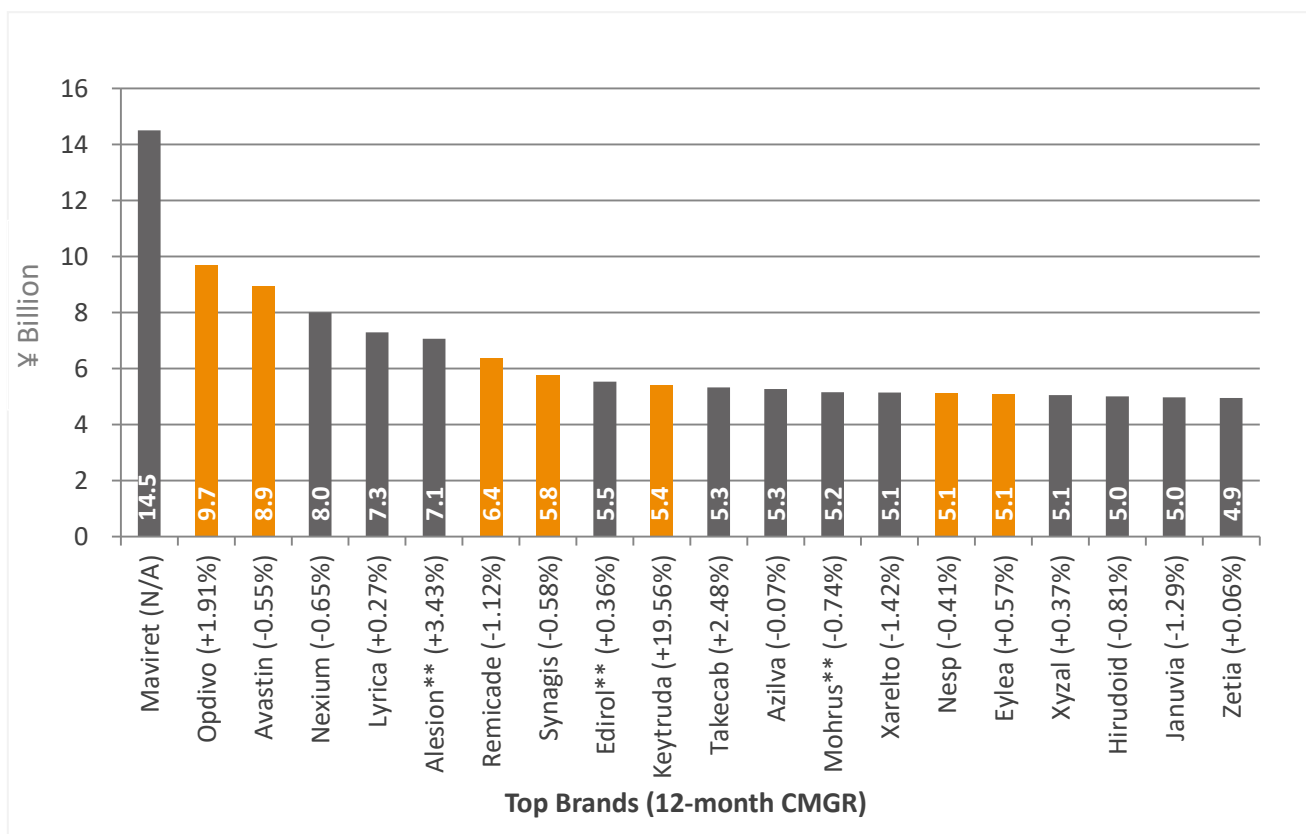
| Monthly Sales | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|----------------------------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| FY 2017 Monthly | 856 | 805 | 829 | 793 | 838 | 781 | 862 | 838 | 946 | 782 | 773 | 806 |
| % Growth MoM | 1% | -6% | 3% | -4% | 6% | -7% | 10% | -3% | 13% | -17% | -1% | 4% |
| FY 2017 Monthly Cumulative | 856 | 1,662 | 2,491 | 3,284 | 4,122 | 4,903 | 5,764 | 6,602 | 7,549 | 8,330 | 9,104 | 9,910 |
| FY 2016 Monthly | 925 | 778 | 809 | 776 | 813 | 788 | 818 | 820 | 924 | 750 | 765 | 848 |
| % Growth MoM | 5% | -16% | 4% | -4% | 5% | -3% | 4% | 0% | 13% | -19% | 2% | 11% |
| FY 2016 Monthly Cumulative | 925 | 1,702 | 2,511 | 3,287 | 4,100 | 4,888 | 5,706 | 6,527 | 7,451 | 8,201 | 8,966 | 9,814 |

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Top 20 Brands* (March) with 12 month CMGR



Source: Encise Inc.

Definitions:

** Total sale of co-marketed products

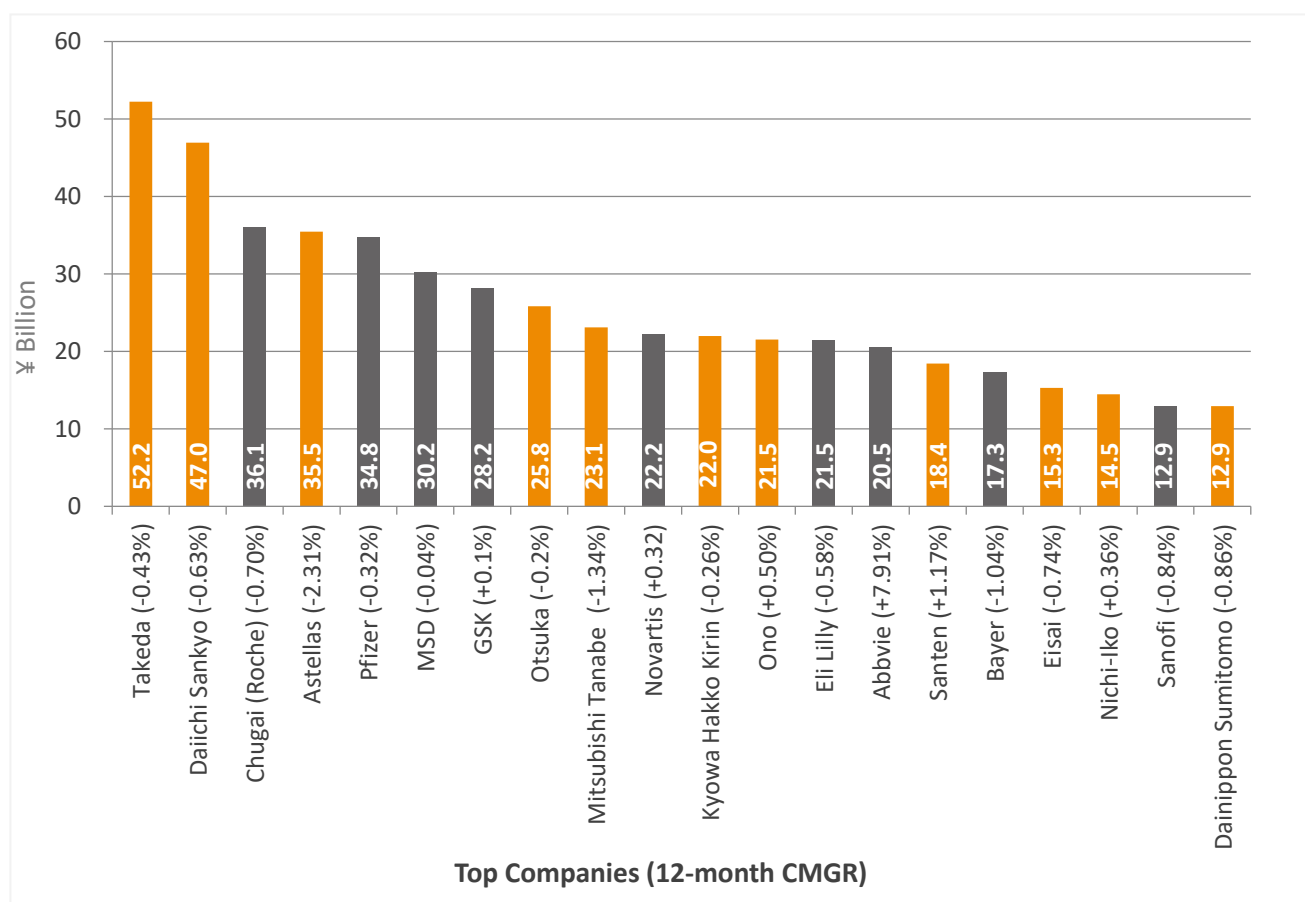
CMGR: Compound Monthly Growth Rate (past 12 months)

- Biologics – Mab and other large molecules whose structures cannot be drawn
- Small Molecule – molecular structure can be drawn on paper

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Top 20 Companies* (March) with 12 months CMGR



Source: Encise Inc.

Definitions:

CMGR: Compound Monthly Growth Rate (past 12 months)

Japanese Companies
 Foreign Companies

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