

Encise Monthly Snapshot

(NHI Price Based, Quick Data*)

May 2018

Research Category

Monthly

Date of Release

June 11, 2018

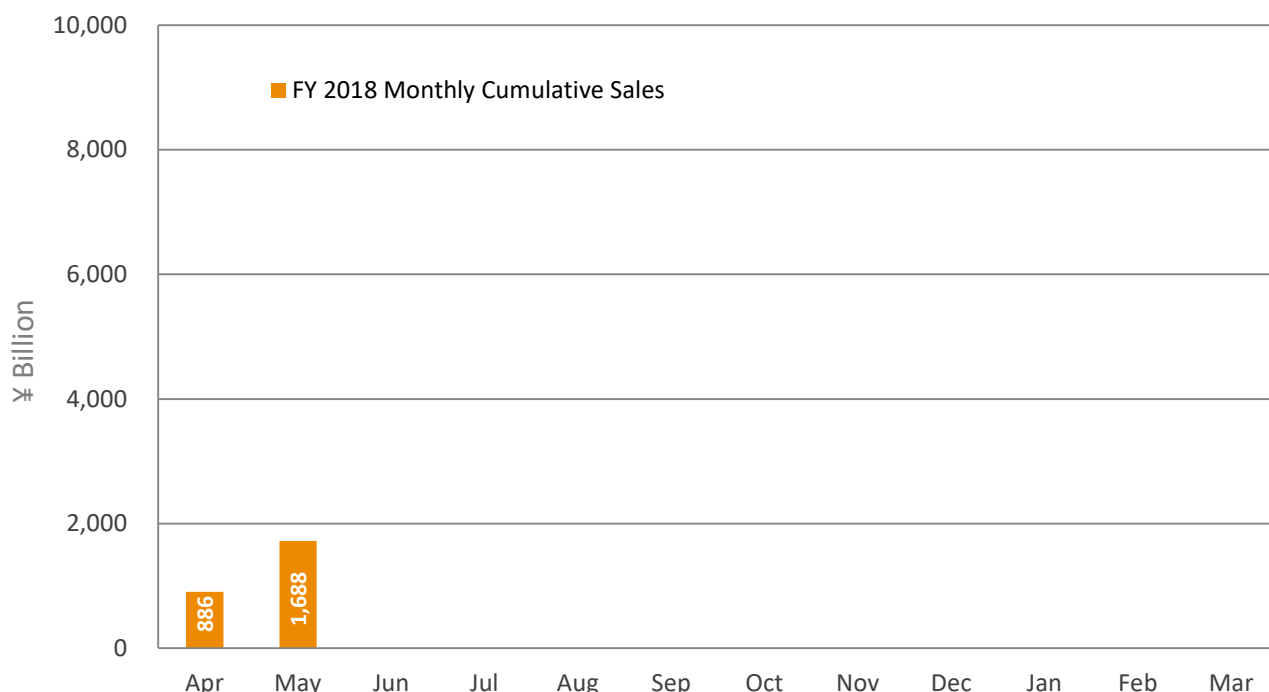
Encise | Research Center

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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 2018 (April 2018 to March 2019*)



Source: Encise Inc.

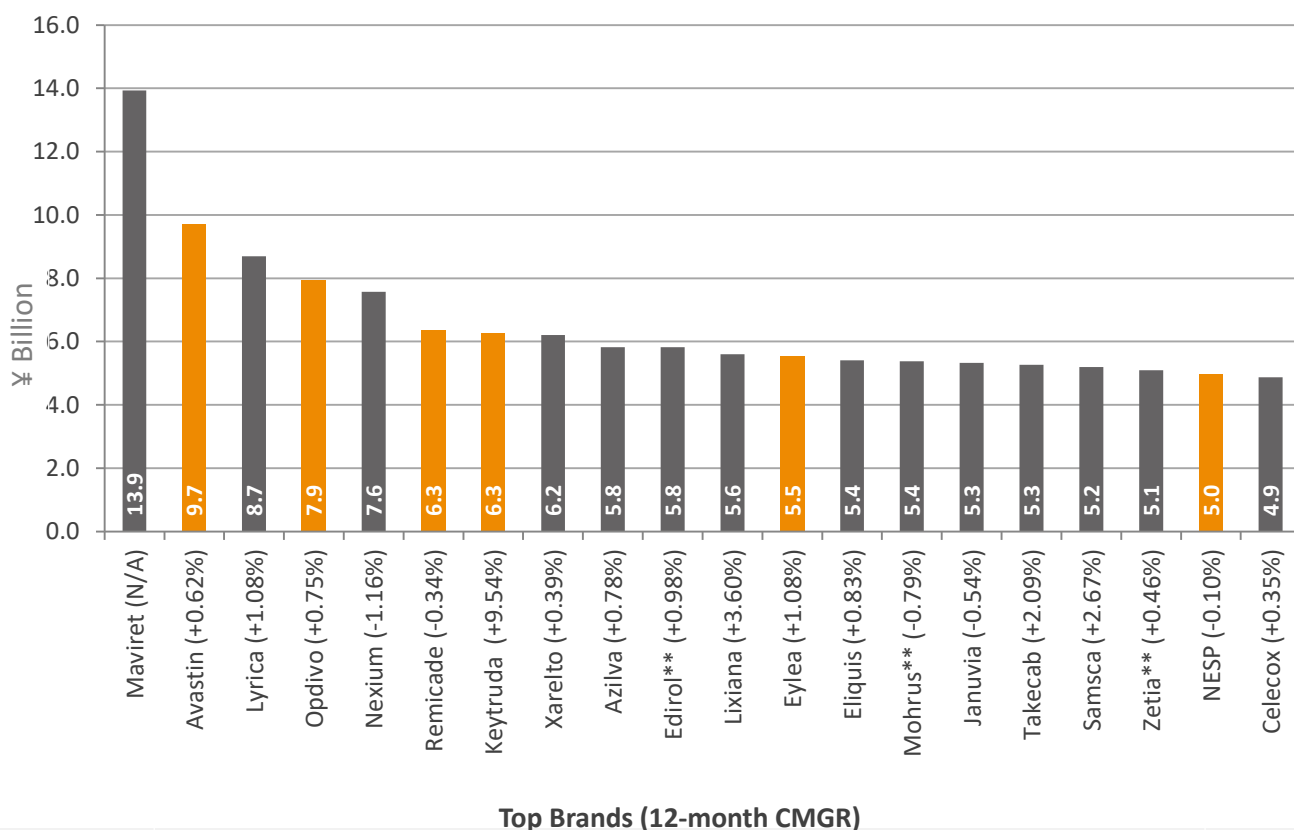
Monthly Sales	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY 2018 Monthly	886	801										
% Growth MoM	10%	-10%										
FY 2018 Monthly Cumulative	886	1,688										
FY 2017 Monthly	856	805	829	793	838	781	862	838	946	782	774	807
% Growth MoM	1%	-6%	3%	-4%	6%	-7%	10%	-3%	13%	-17%	-1%	4%
FY 2017 Monthly Cumulative	856	1,662	2,491	3,284	4,122	4,903	5,764	6,602	7,549	8,330	9,104	9,911

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Top 20 Brands* (May) with 12 month CMGR



Source: Encise Inc.

Definitions:

** Total sale of co-marketed products

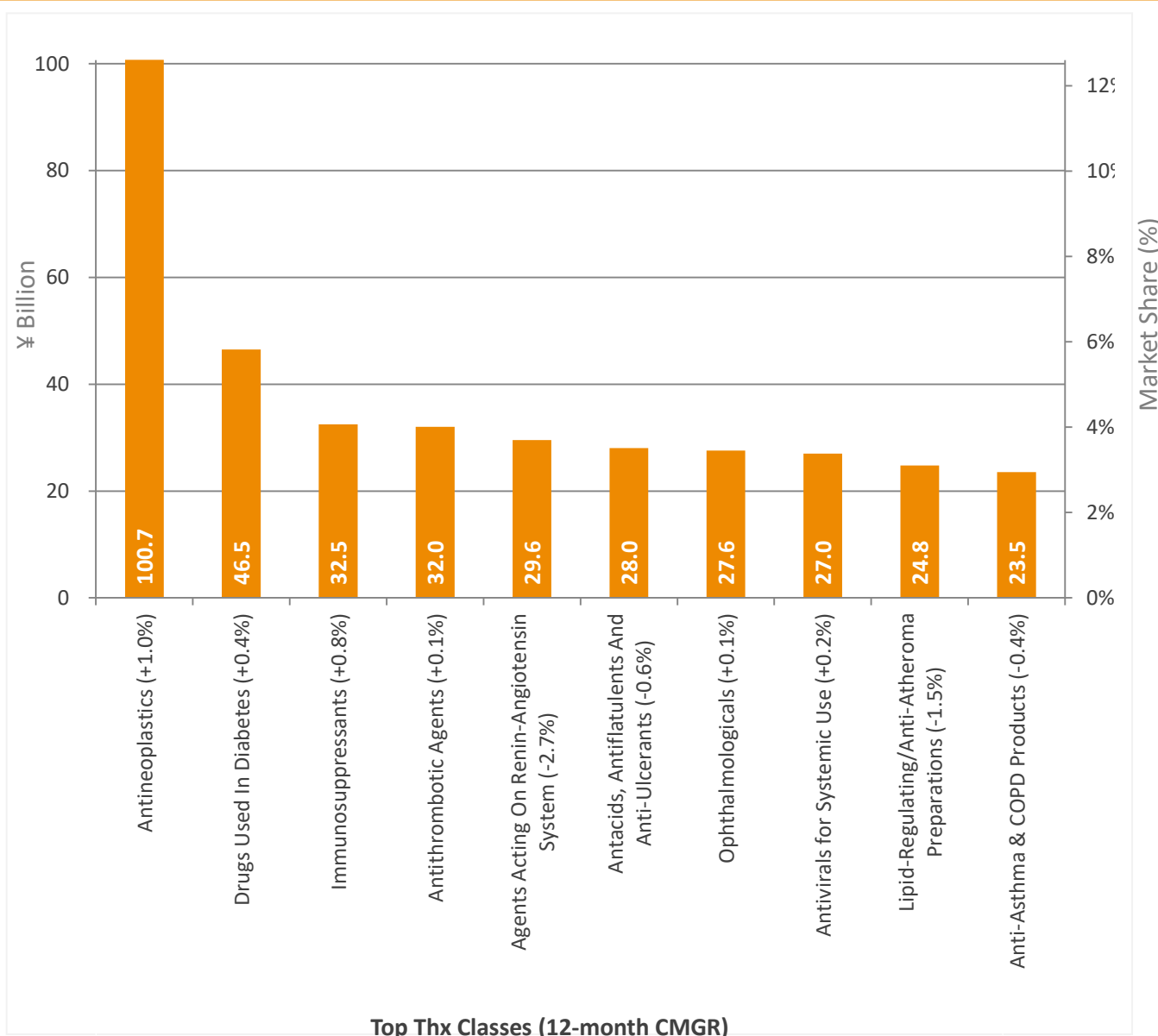
CMGR: Compound Monthly Growth Rate (past 12 months)

- 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 10 Therapeutic Classes* (May) with 12 months CMGR



Top Thx Classes (12-month CMGR)

Source: Encise Inc.

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