

# Encise Monthly Snapshot

(NHI Price Based, Quick Data\*)

## November 2018

### Research Category

Monthly

### Date of Release

December 07, 2018

## Encise | Research Center

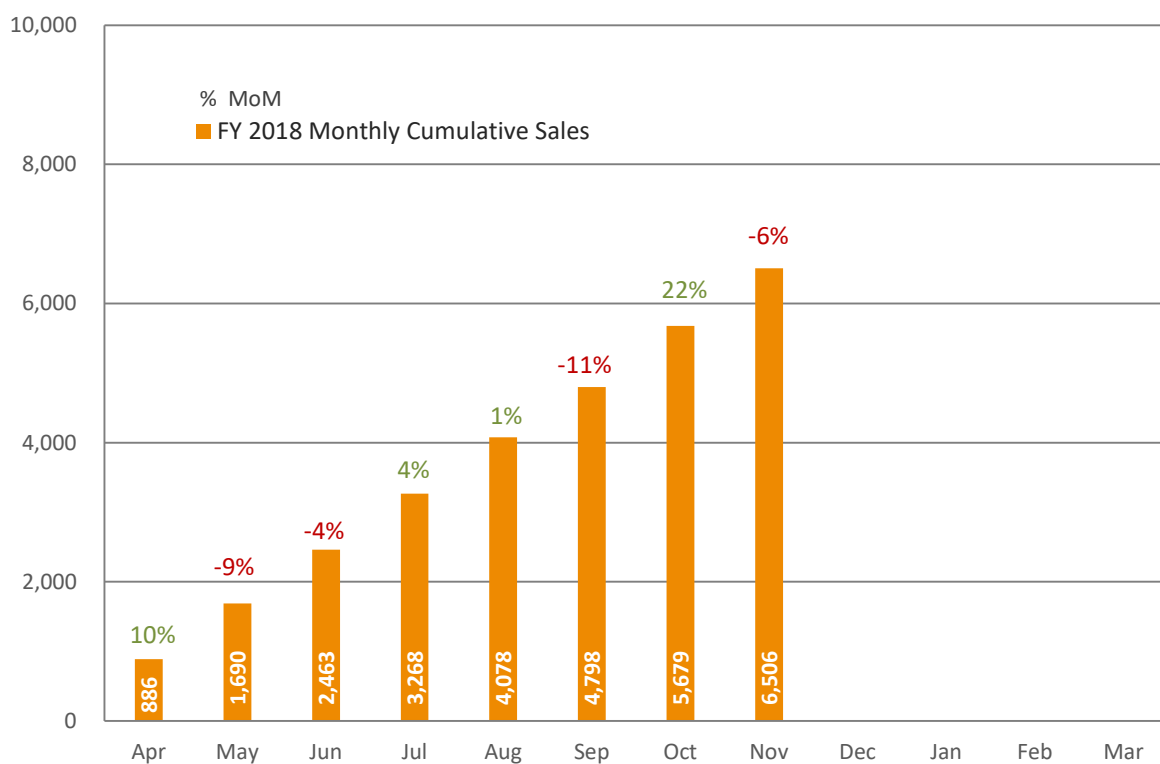
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\* \*Please note that only the most recent month data is 'Quick Data'; while the previous months' data is 'Fixed Data'. 'Quick Data' may slightly vary from the 'Fixed Data'.

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## FY 2018 (April 2018 to November 2018\*)



Source: Encise Inc.

Monthly Sales	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY 2018 Monthly	886	804	773	804	810	720	881	827				
% Growth MoM	10%	-9%	-4%	4%	1%	-11%	22%	-6%				
FY 2018 Monthly Cumulative	886	1,690	2,463	3,268	4,078	4,798	5,679	6,506				
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

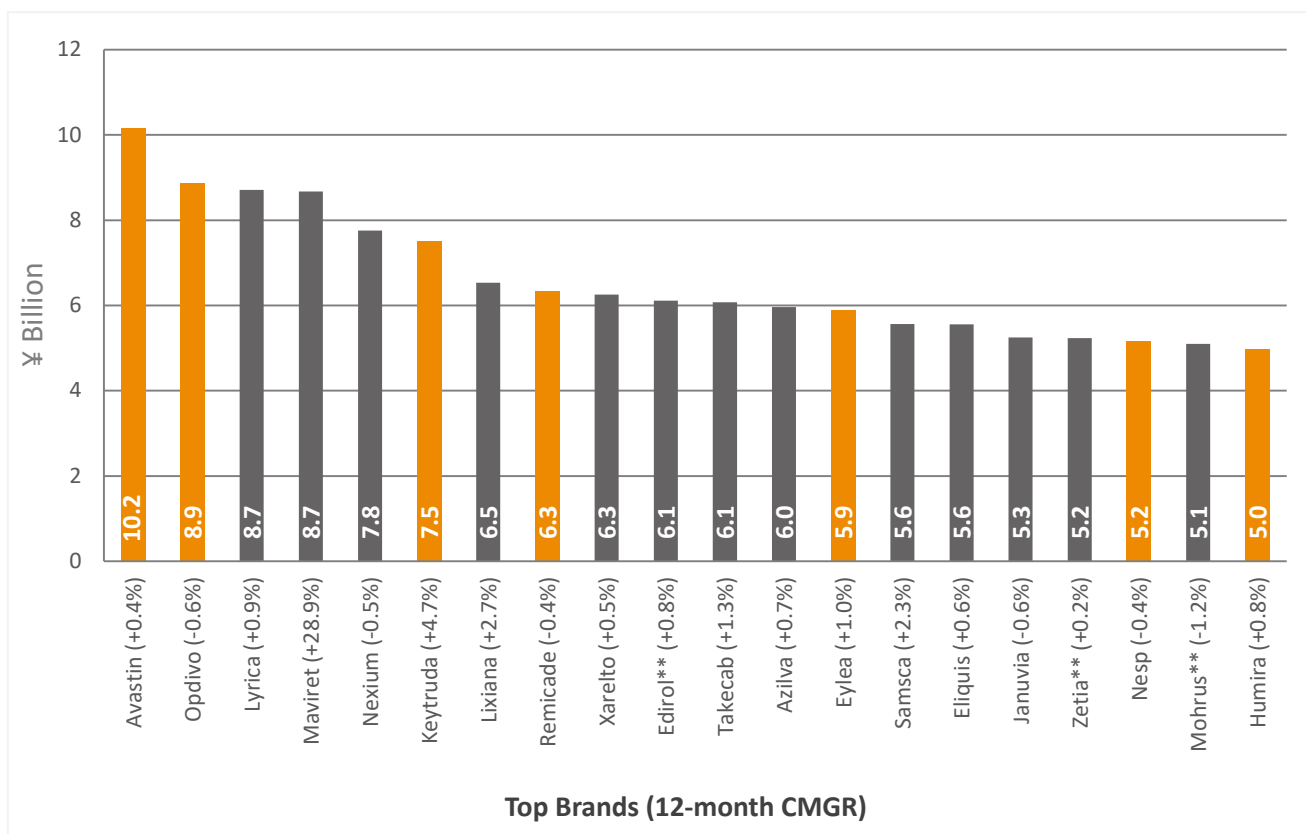
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## Top 20 Brands\* (November)



Source: Encise Inc.

### Definitions:

\*\* Total sales of co-marketed products

**CMGR:** Compound Monthly Growth Rate

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

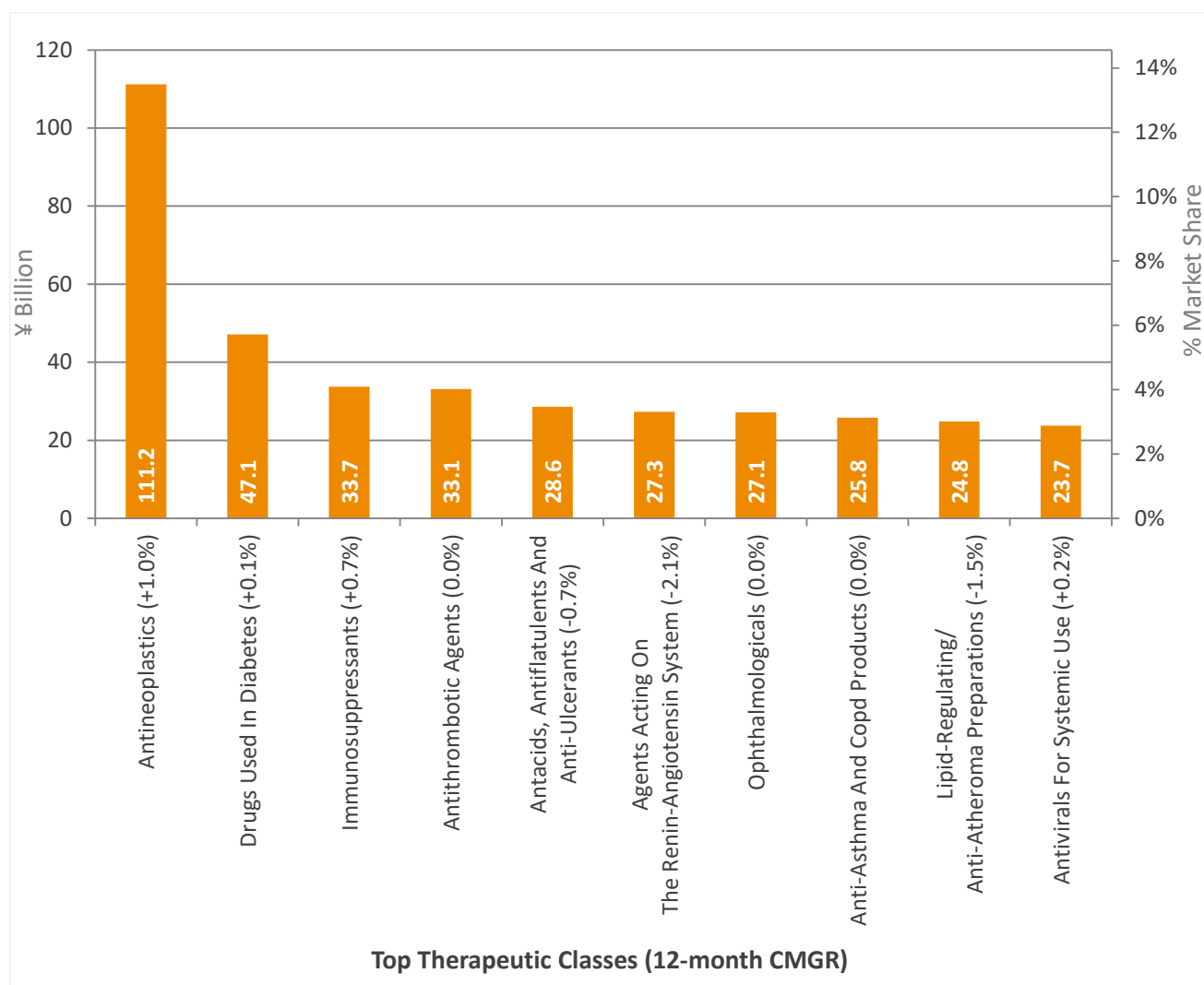
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## Top 10 Therapeutic Classes (November)



Source: Encise Inc.

### Definitions:

**CMGR:** Compound Monthly Growth Rate

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