

Encise Monthly Snapshot

(NHI Price Based, Quick Data*)

December 2018

Research Category

Monthly

Date of Release

January 10, 2019

Encise | Research Center

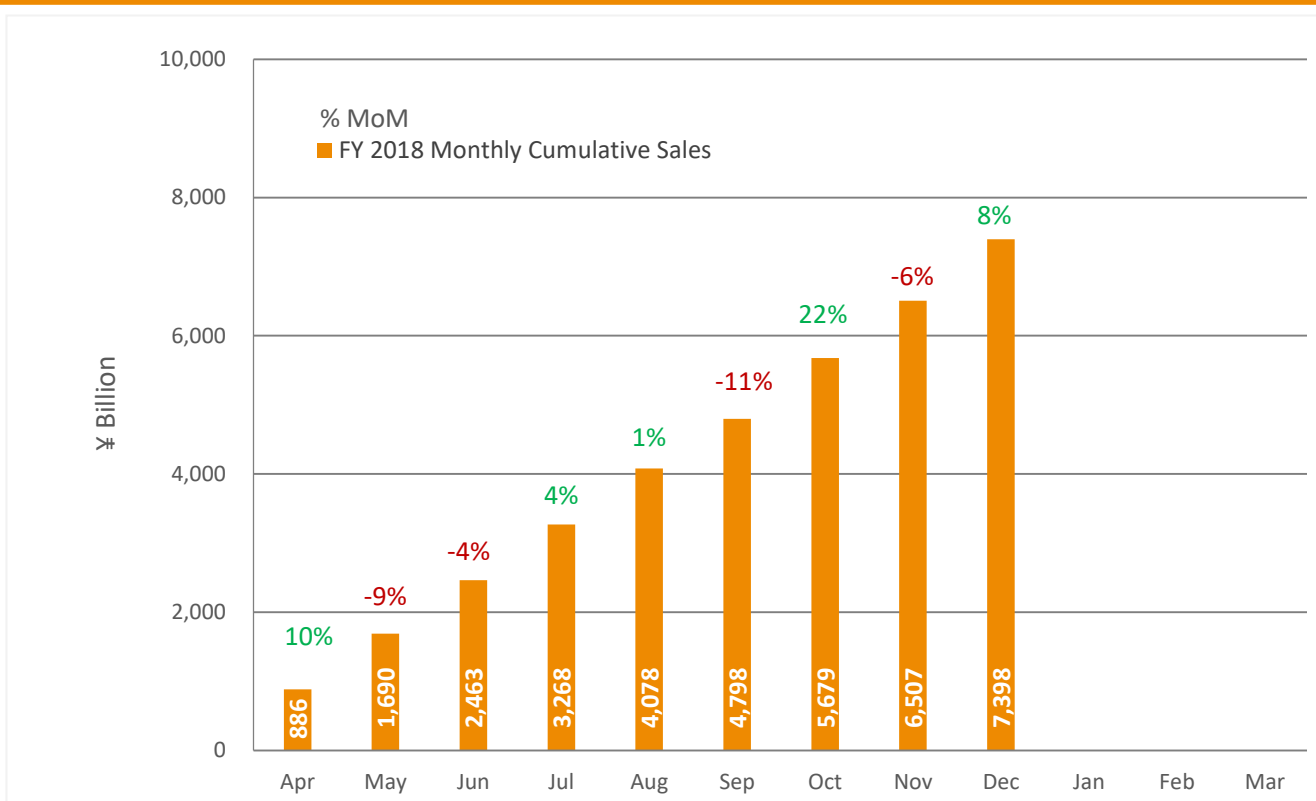
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* Please note that only the most recent month data is 'Quick Data'; while the previous months' data is 'Fixed Data'. 'Quick Data' may slightly vary from the 'Fixed Data'.

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FY 2018 (April 2018 to December 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 | 828 | 891 | | | |
| % Growth MoM | 10% | -9% | -4% | 4% | 1% | -11% | 22% | -6% | 8% | | | |
| FY 2018 Monthly Cumulative | 886 | 1,690 | 2,463 | 3,268 | 4,078 | 4,798 | 5,679 | 6,507 | 7,398 | | | |
| 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 |

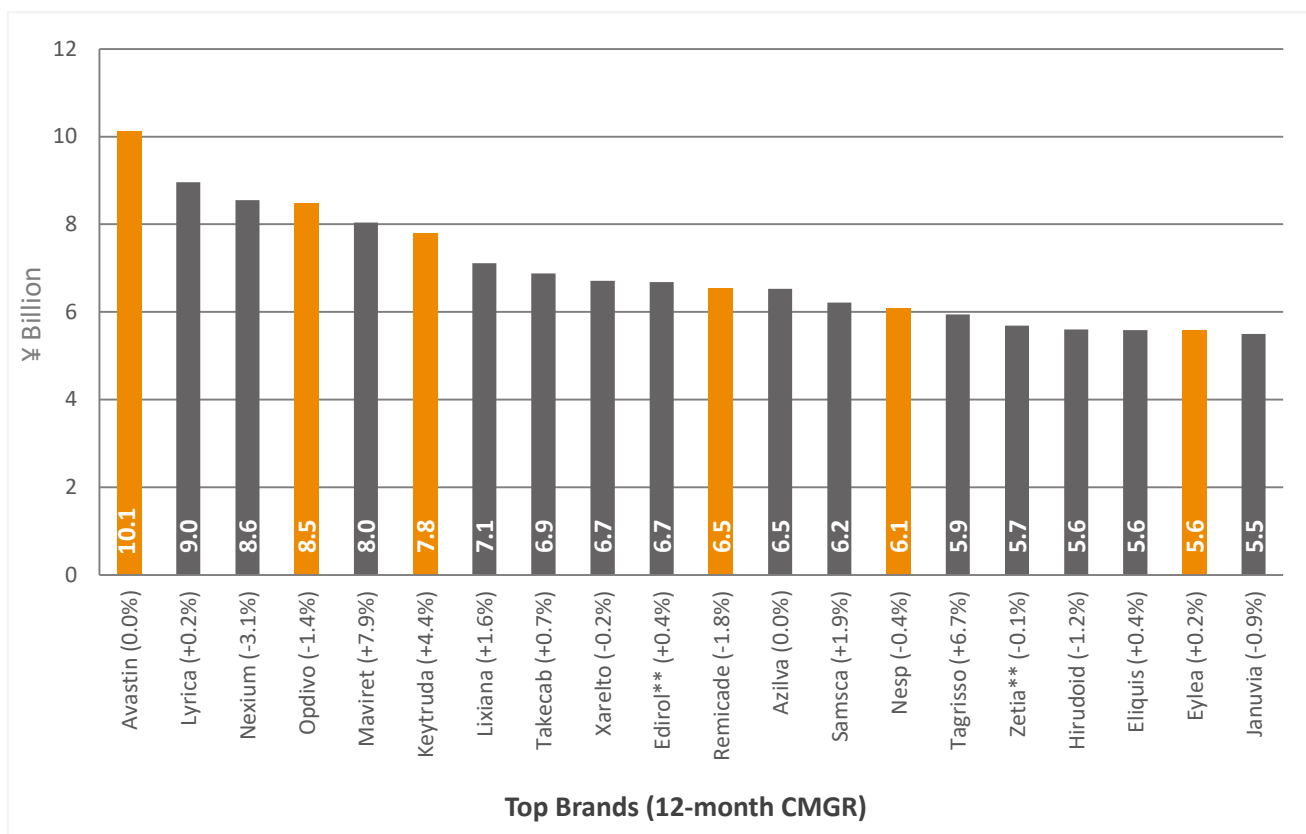
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Top 20 Brands* (December)



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

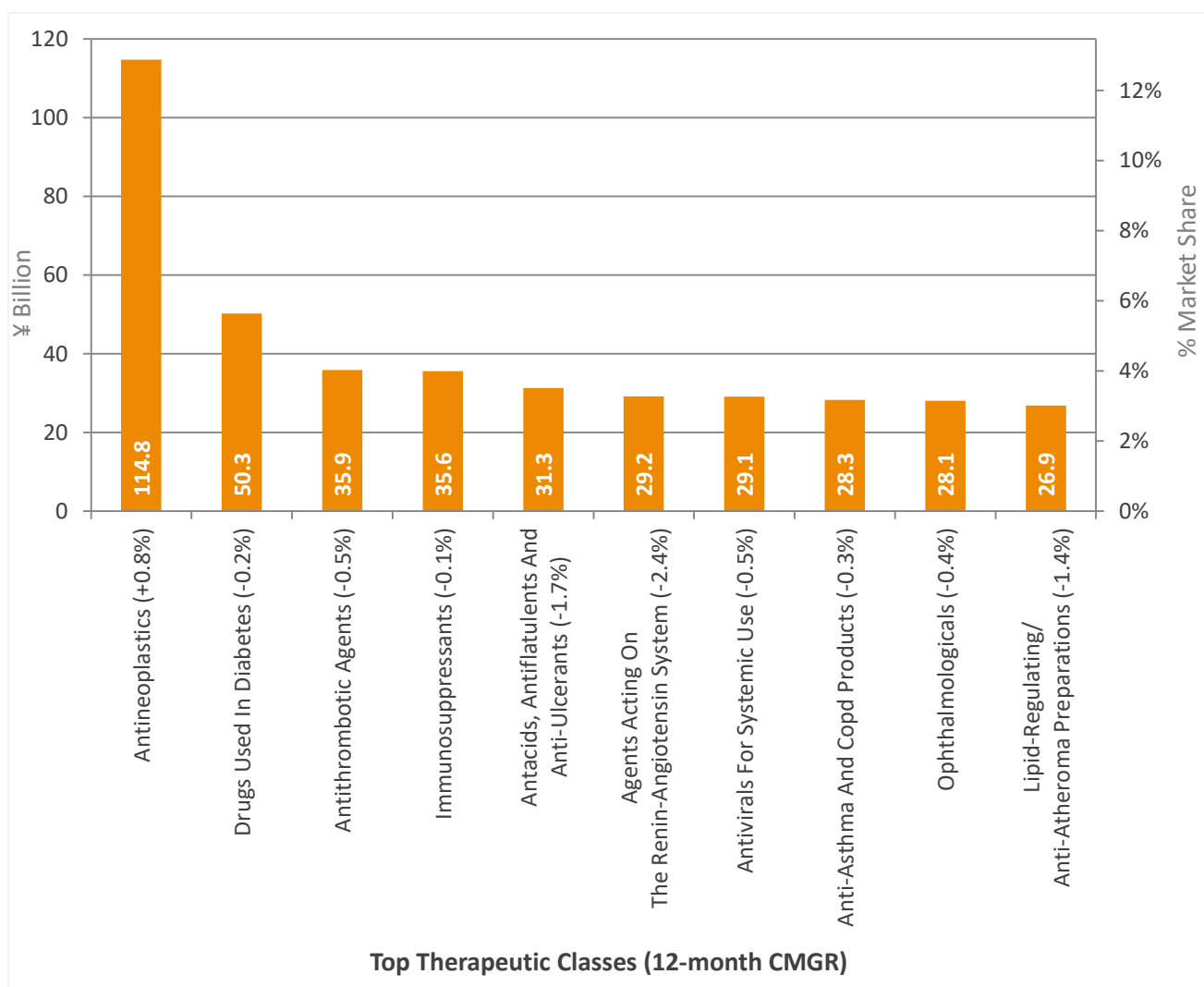
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Top 10 Therapeutic Classes* (December)



Source: Encise Inc.

Definitions:

CMGR: Compound Monthly Growth Rate

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