

# Encise Monthly Snapshot

(NHI Price Based, Quick Data\*)

## February 2019

### Research Category

Monthly

### Date of Release

March 07, 2019

## Encise | Research Center

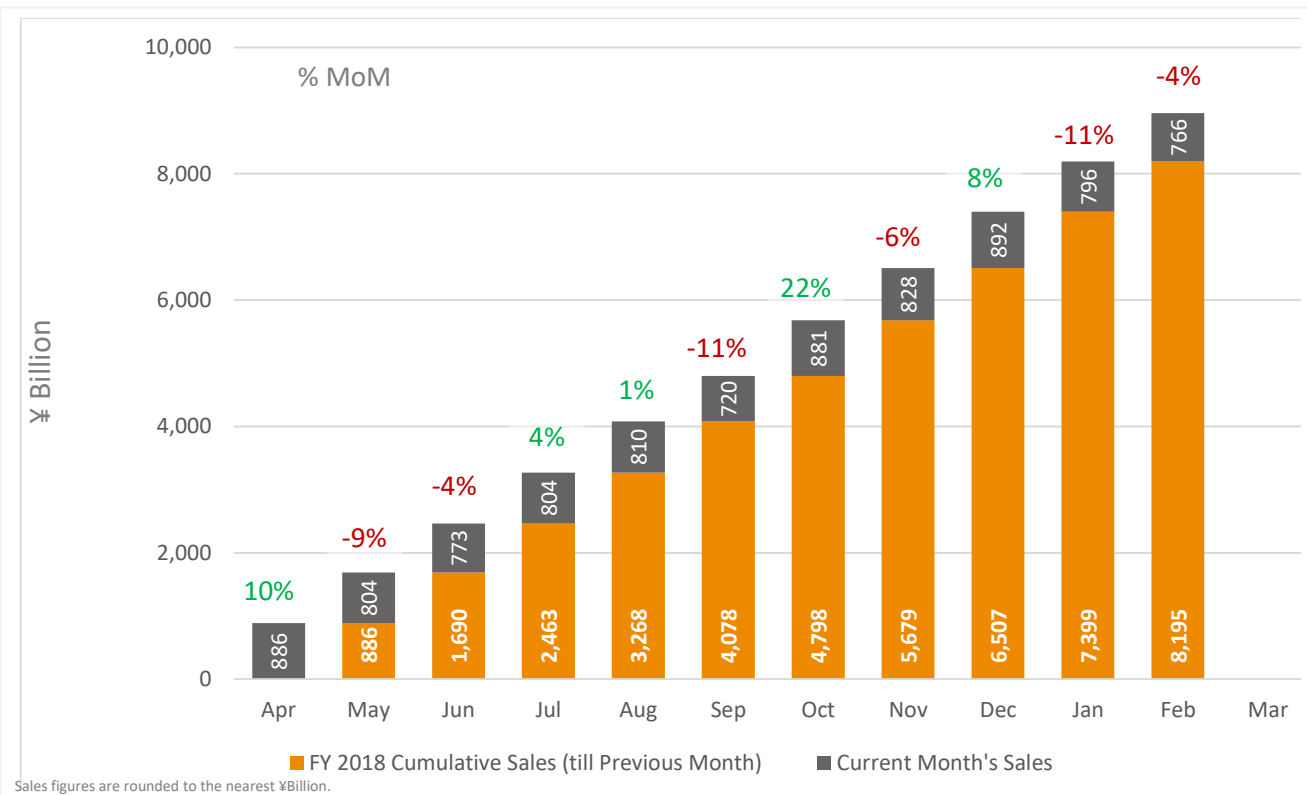
Monitoring Pharmaceutical Industry for the Society  
MFPR Shibuya bldg., 2-5, Shibuya 1-chome, Shibuya-ku, Tokyo 150-0002  
Phone : +81-3-6712-6339 | Fax : +81-3-6712-6343

\* 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 February 2019\*)



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   | 892   | 796   | 766   |       |
| % Growth MoM               | 10% | -9%   | -4%   | 4%    | 1%    | -11%  | 22%   | -6%   | 8%    | -11%  | -4%   |       |
| FY 2018 Monthly Cumulative | 886 | 1,690 | 2,463 | 3,268 | 4,078 | 4,798 | 5,679 | 6,507 | 7,399 | 8,195 | 8,961 |       |
| 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 |

Source: Encise Inc.

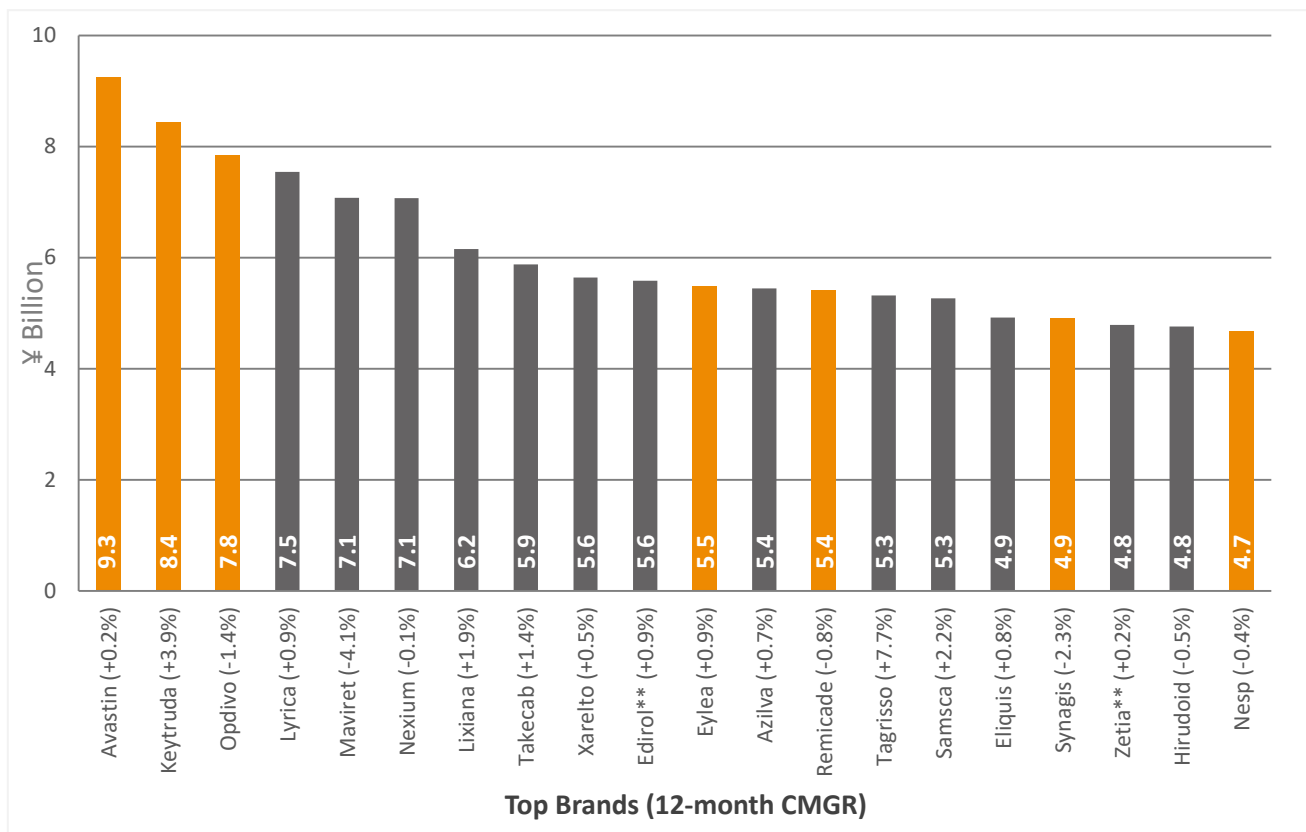
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## Top 20 Brands\* (February)



Source: Encise Inc.

### Definitions:

\*\* Total sales of co-marketed products

**CMGR:** Compound Monthly Growth Rate

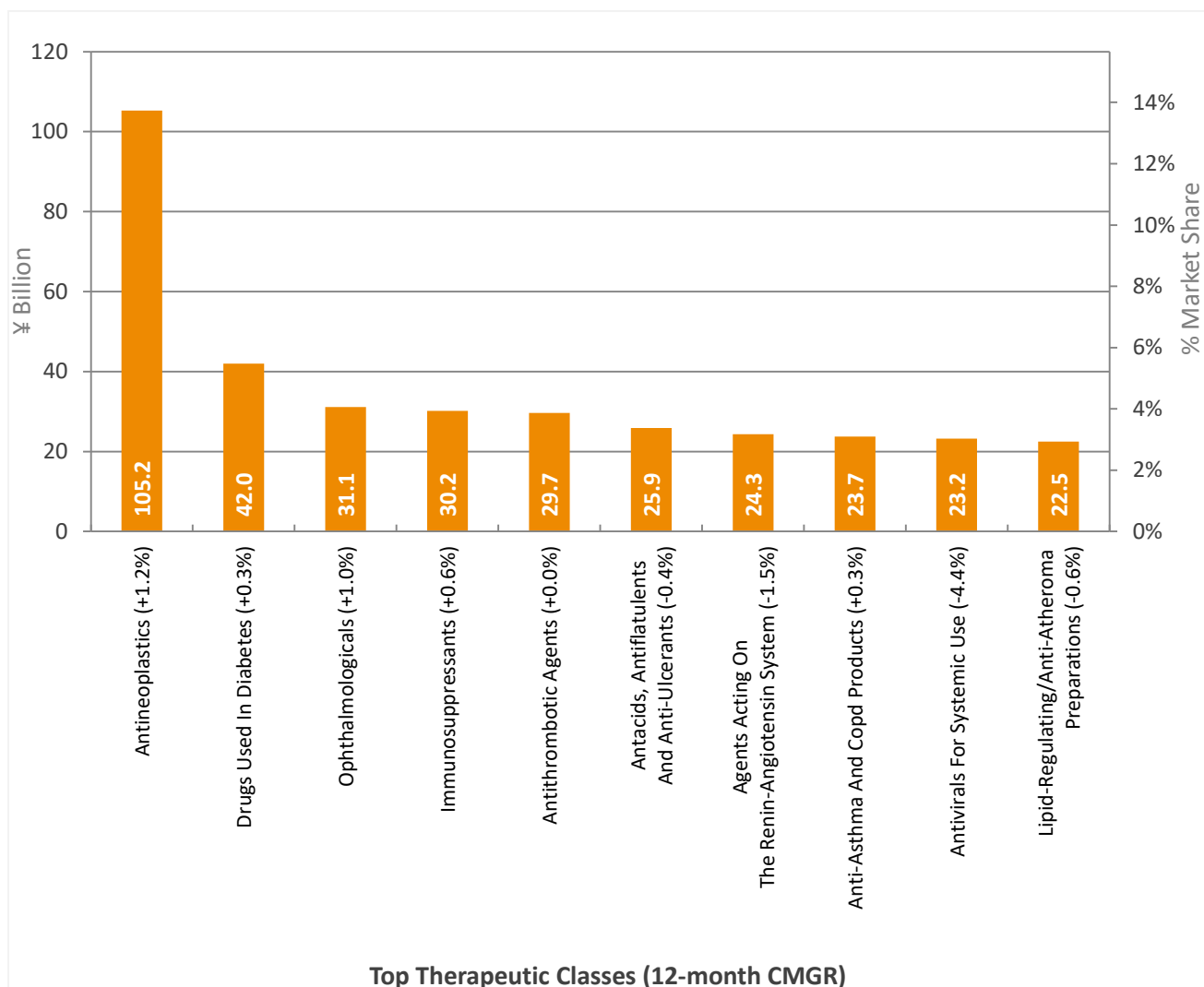
- Biologics – Mab and other large molecules whose structures cannot be drawn
- Small Molecule – molecular structure can be drawn on paper

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## Top 10 Therapeutic Classes (February)



Source: Encise Inc.

**CMGR:** Compound Monthly Growth Rate

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# *Encise* | Research Center

Monitoring Pharmaceutical Industry for the Society

MFPR Shibuya bldg., 2-5, Shibuya 1-chome, Shibuya-ku, Tokyo 150-0002

Phone : +81-3-6712-6339 | Fax : +81-3-6712-6343