

Encise Monthly Snapshot

(NHI Price Based, Quick Data*)

March 2019

Research Category

Monthly

Date of Release

April 03, 2019

Encise | Research Center

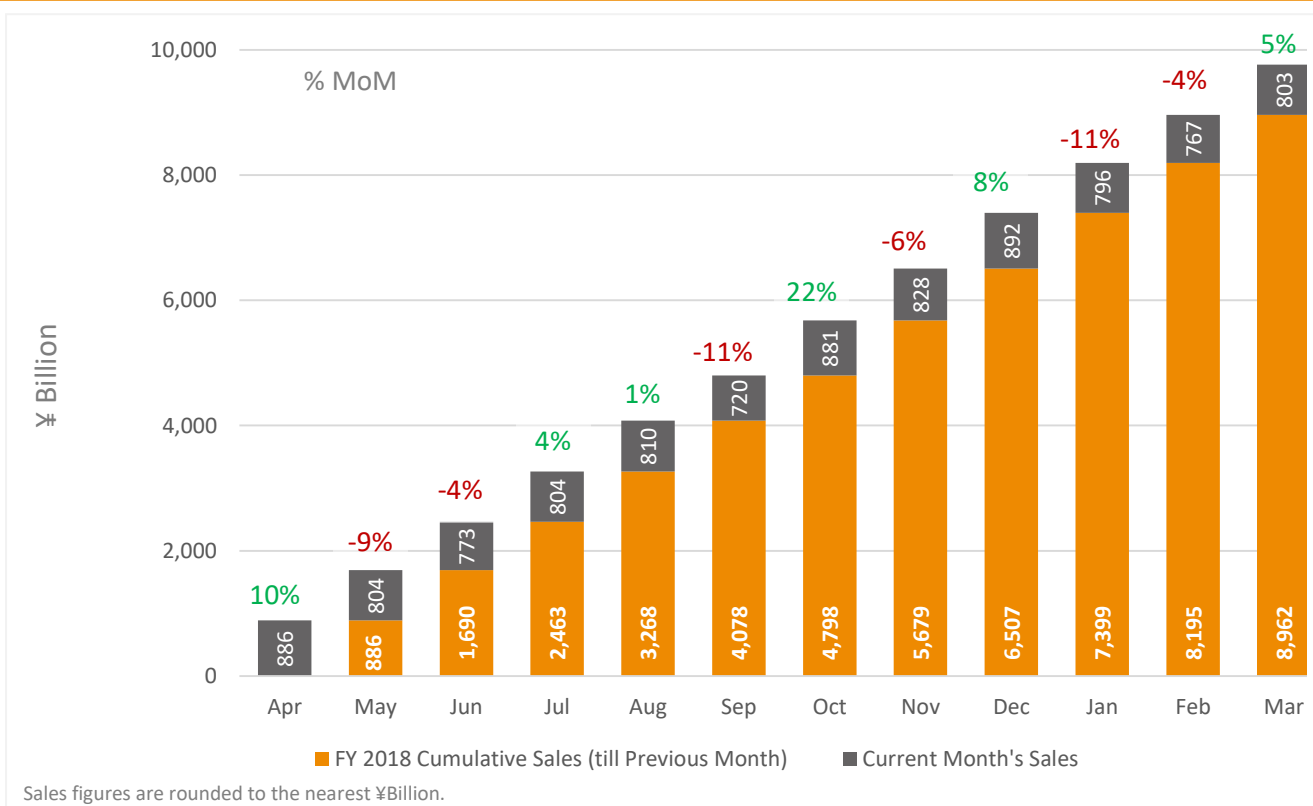
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* Please note that only the most recent month data is 'Quick Data'; while the previous months' data is 'Fixed Data'. 'Quick Data' may slightly vary from the 'Fixed Data'.

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FY 2018 (April 2018 to March 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	767	803
% Growth MoM	10%	-9%	-4%	4%	1%	-11%	22%	-6%	8%	-11%	-4%	5%
FY 2018 Monthly Cumulative	886	1,690	2,463	3,268	4,078	4,798	5,679	6,507	7,399	8,195	8,962	9,765
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.

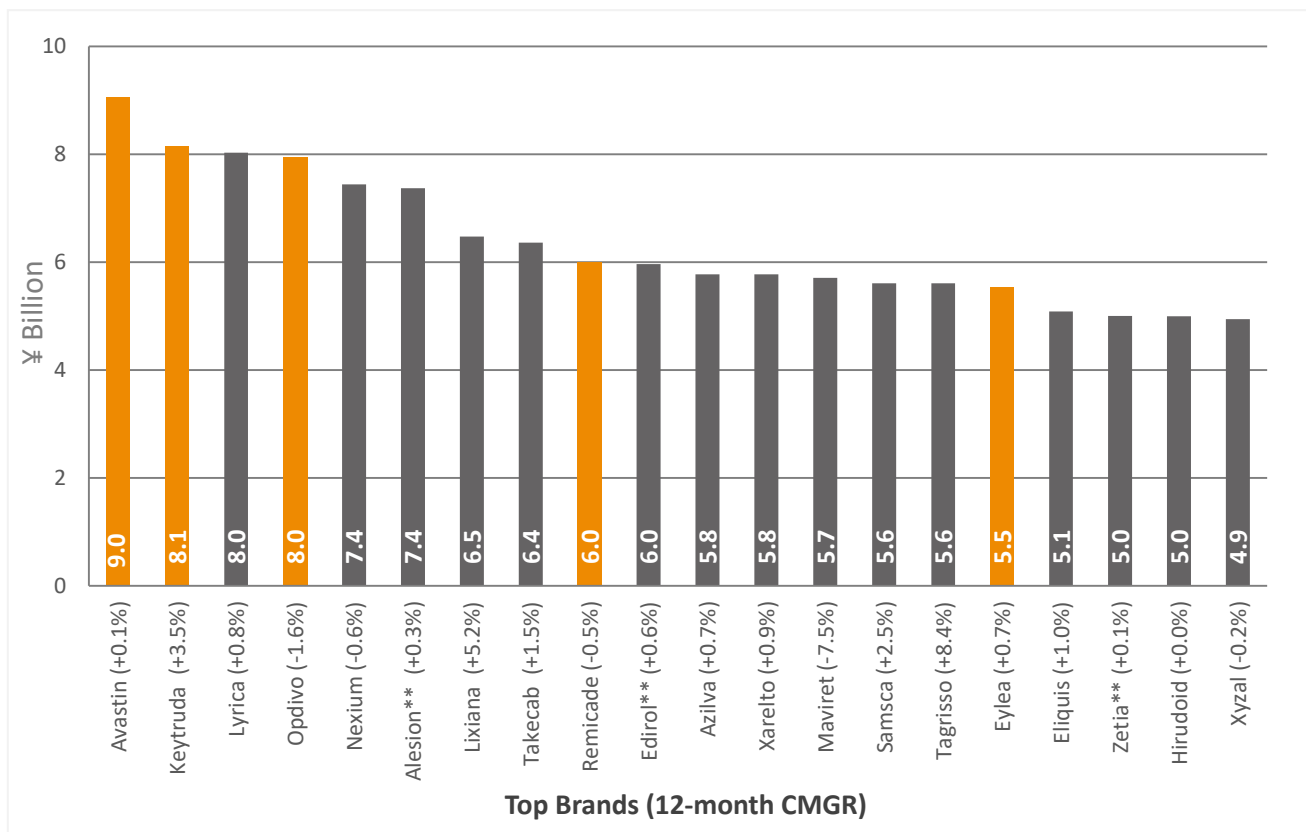
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Top 20 Brands* (March)



Source: Encise Inc.

Definitions:

** Total Sales of the Brand marketed by more than one company (including topical agents).

CMGR: Compound Monthly Growth Rate

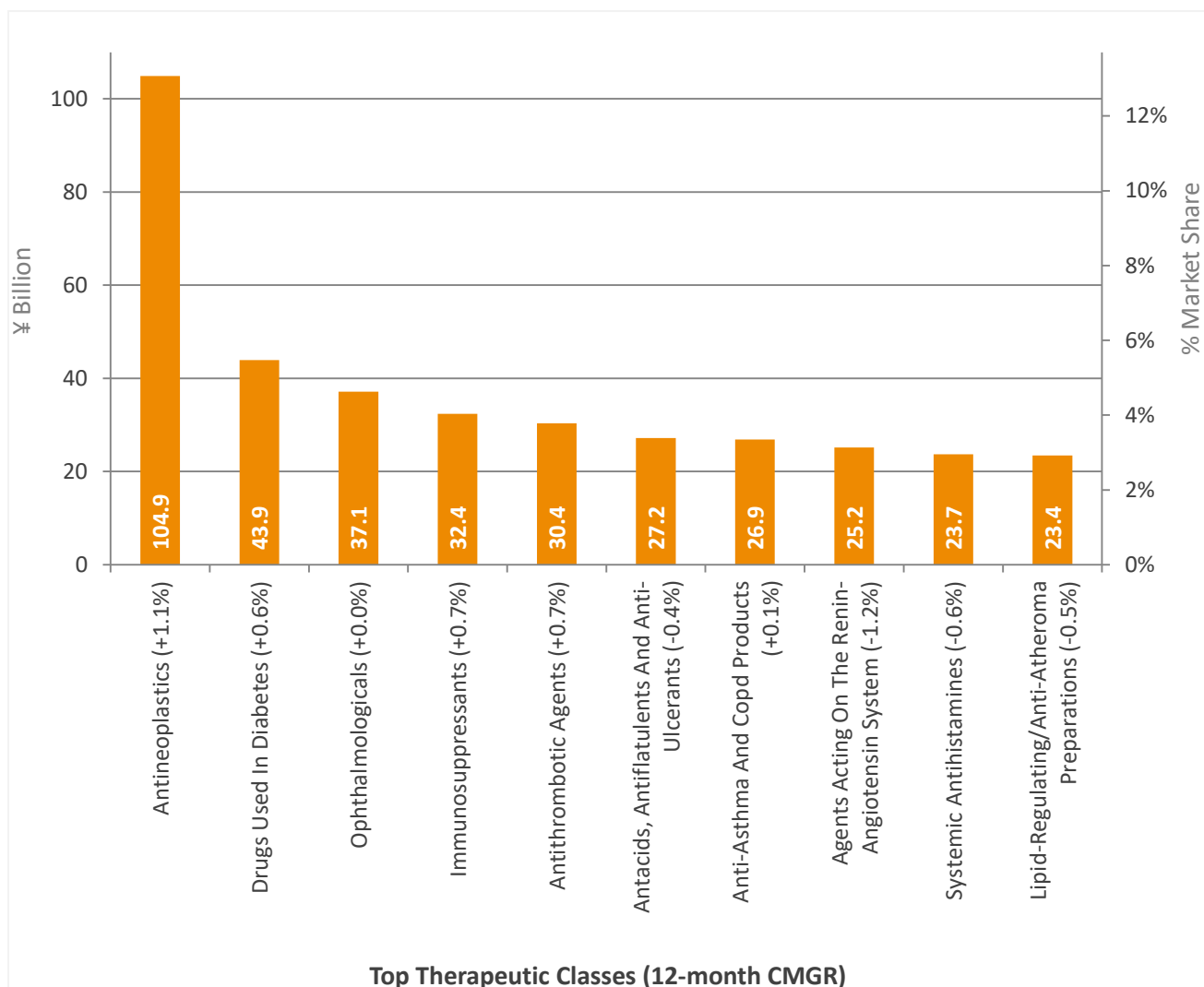
- Biologics – Mab and other large molecules whose structures cannot be drawn
- Small Molecule – molecular structure can be drawn on paper

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Top 10 Therapeutic Classes (March)



Source: Encise Inc.

CMGR: Compound Monthly Growth Rate

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