

Encise Monthly Snapshot

(NHI Price Based, Quick Data)

December 2019

Research Category

Monthly

Date of Release

Jan 09, 2019

Encise | Research Center

Monitoring Pharmaceutical Industry for the Society
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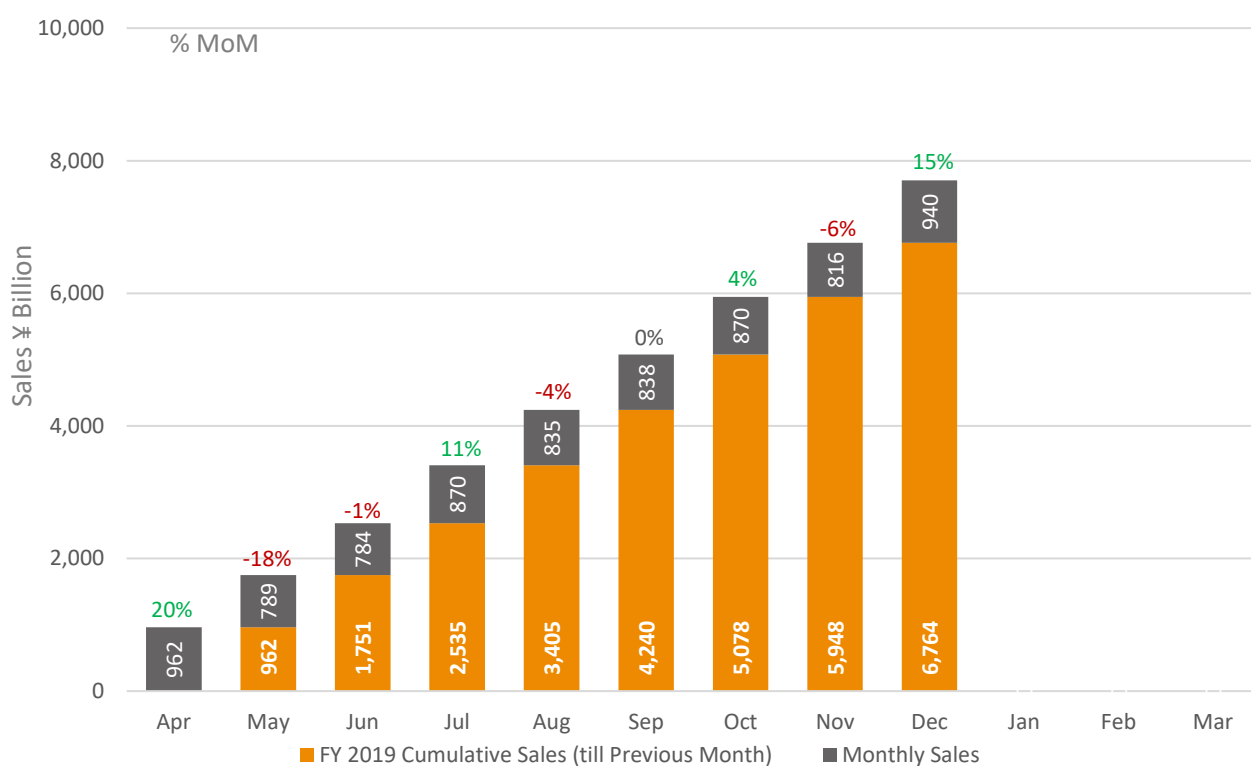
Please note that only the most recent month's data is 'Quick Data'; while the previous months' data is 'Fixed Data'. 'Quick Data' may slightly vary from the 'Fixed Data'.

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Monthly History FY 2019 (April 2019 to December 2019)



Sales figures are rounded to the nearest ¥Billion.

Source: Encise Inc.

| Monthly Sales | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|----------------------------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| FY 2019 Monthly | 962 | 789 | 784 | 870 | 835 | 838 | 870 | 816 | 940 | | | |
| % Growth MoM | 20% | -18% | -1% | 11% | -4% | 0% | 4% | -6% | 15% | | | |
| FY 2019 Monthly Cumulative | 962 | 1,751 | 2,535 | 3,405 | 4,240 | 5,078 | 5,948 | 6,764 | 7,704 | | | |
| FY 2018 Monthly | 886 | 804 | 773 | 804 | 810 | 720 | 881 | 828 | 892 | 796 | 767 | 804 |
| % 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 | 9,766 |

Source: Encise Inc.

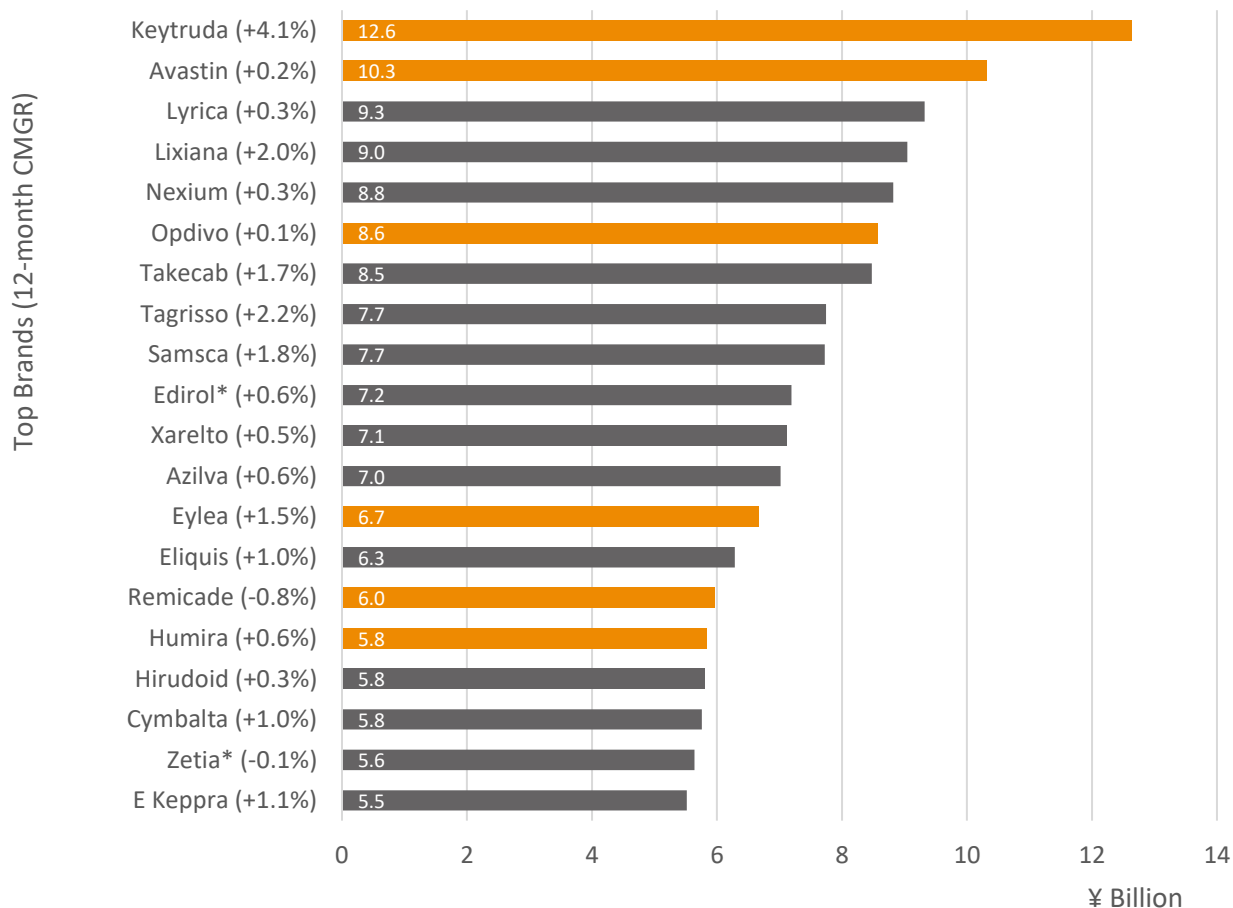
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Top 20 Brands (December 2019)



Source: Encise Inc.

* 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

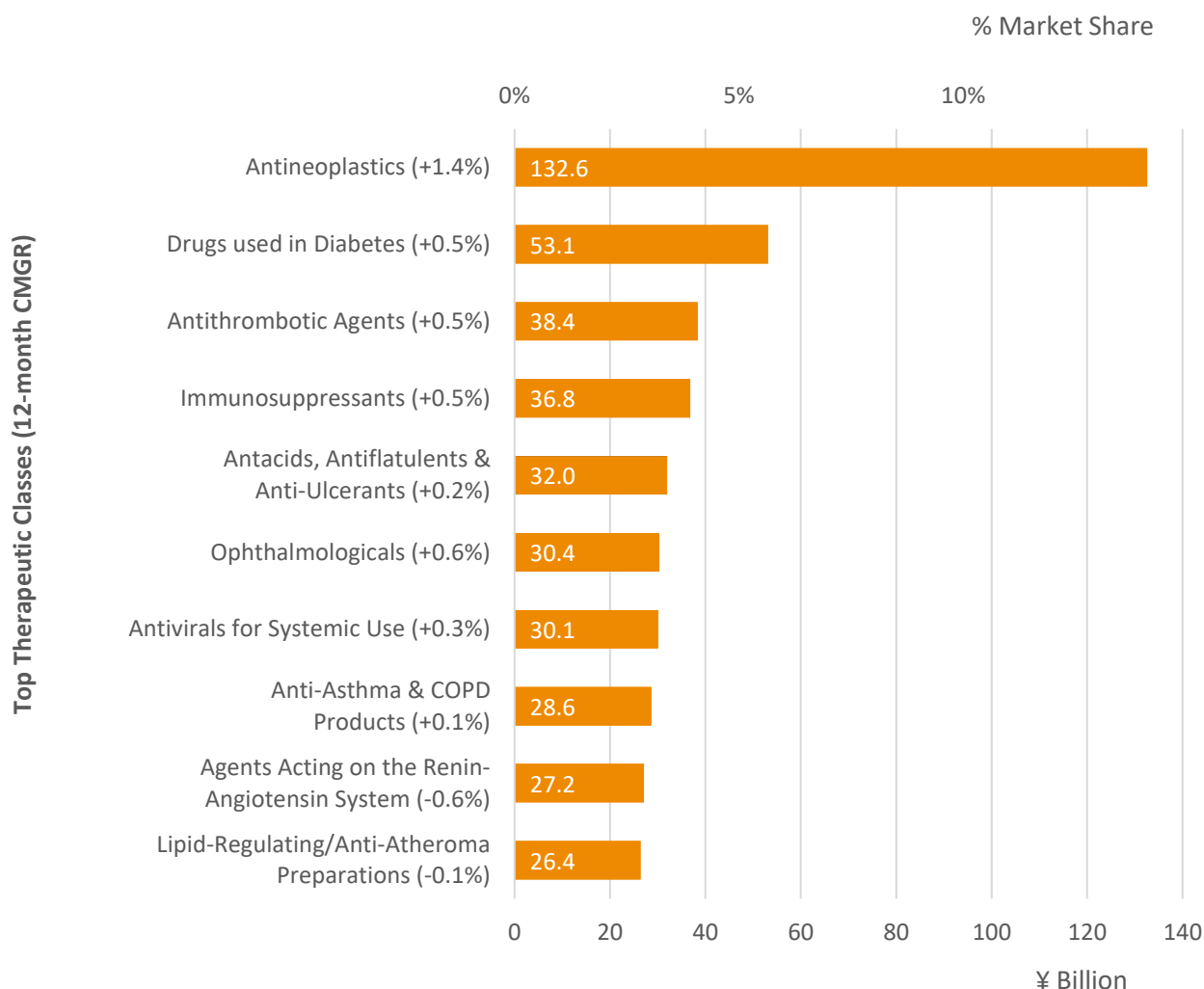
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Top 10 Therapeutic Classes (December 2019)



Source: Encise Inc.

CMGR: Compound Monthly Growth Rate

Therapeutic Classes are based on Encise's original classification. Please note that only the most recent month's 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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