

Encise Monthly Snapshot

(NHI Price Based, Quick Data)

March 2020

Research Category

Monthly

Date of Release

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Encise | Research Center

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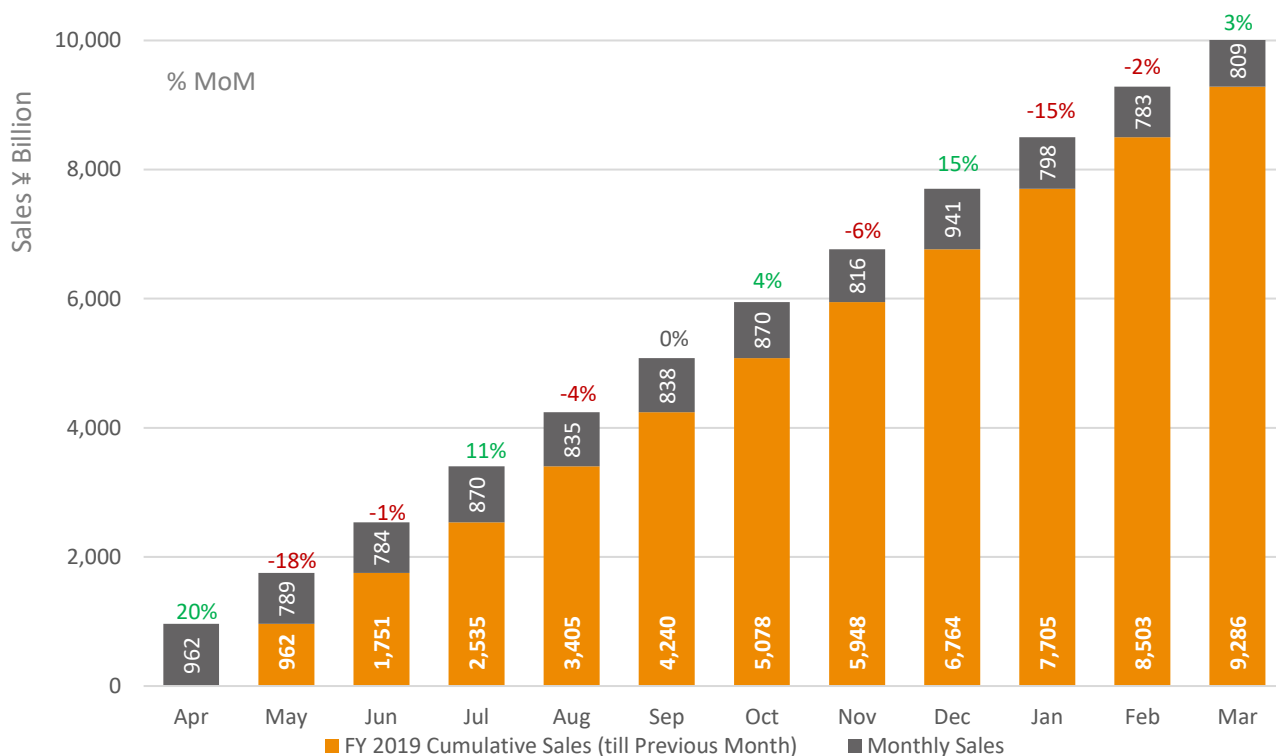
Please note that only the most recent month's data is 'Quick Data'; while the previous months' data is 'Fixed Data'. 'Quick Data' may slightly vary from the 'Fixed Data'.

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Monthly History FY 2019 (April 2019 to March 2020)



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	941	798	783	809
% Growth MoM	20%	-18%	-1%	11%	-4%	0%	4%	-6%	15%	-15%	-2%	3%
FY 2019 Monthly Cumulative	962	1,751	2,535	3,405	4,240	5,078	5,948	6,764	7,705	8,503	9,286	10,095
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.

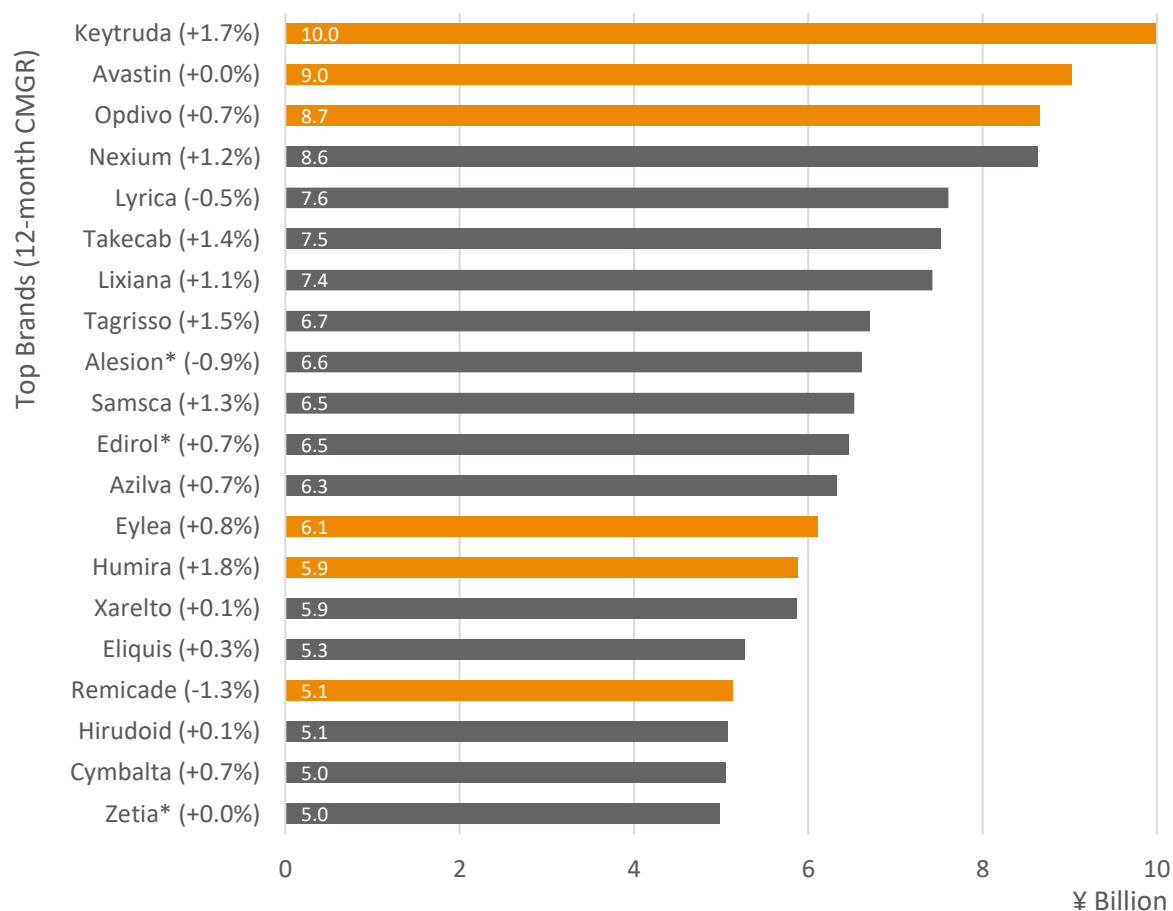
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Top 20 Brands (March 2020)



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

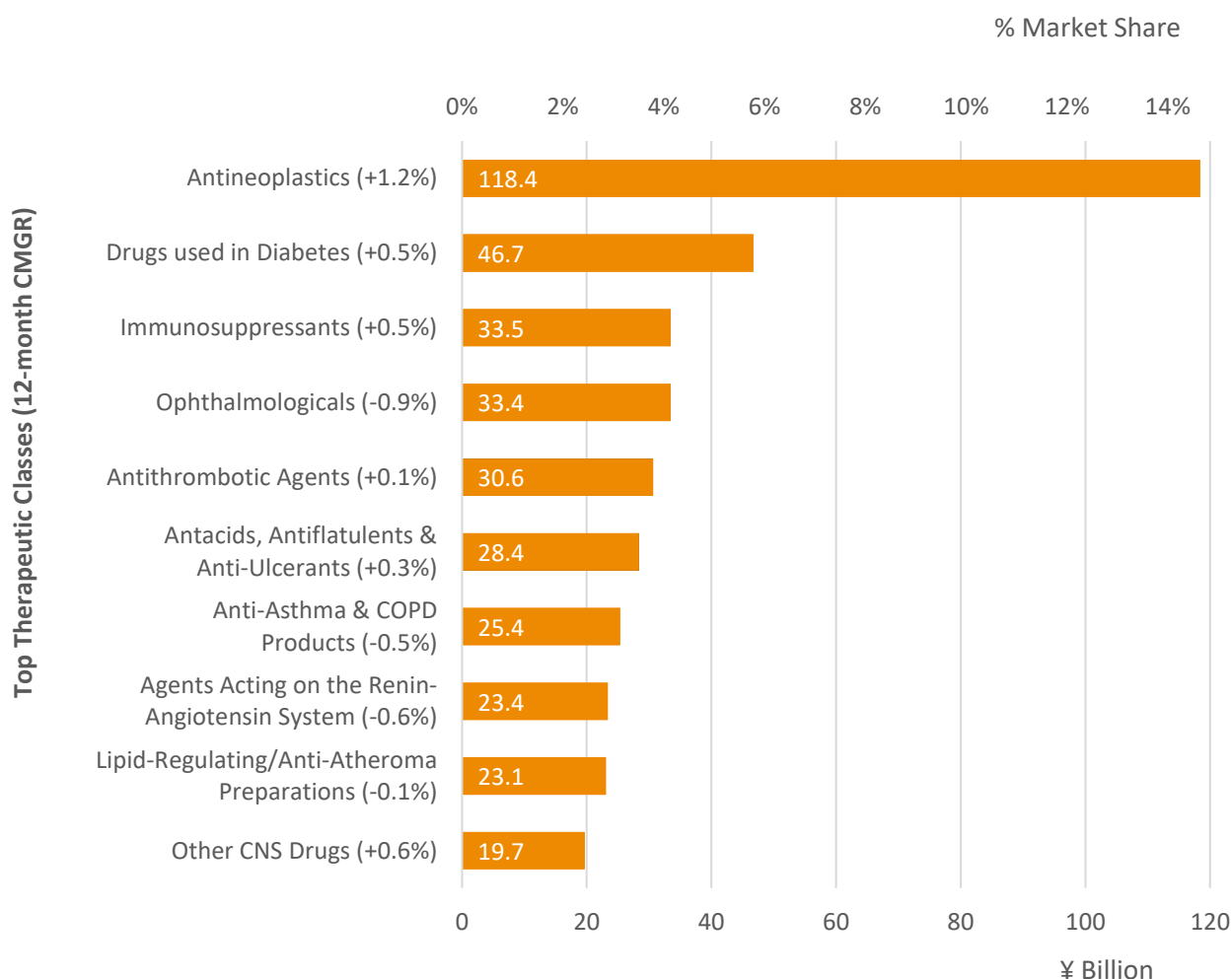
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Top 10 Therapeutic Classes (March 2020)



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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