



MONTHLY Report

Encise snapshot data
-NHI price base-

2020.12

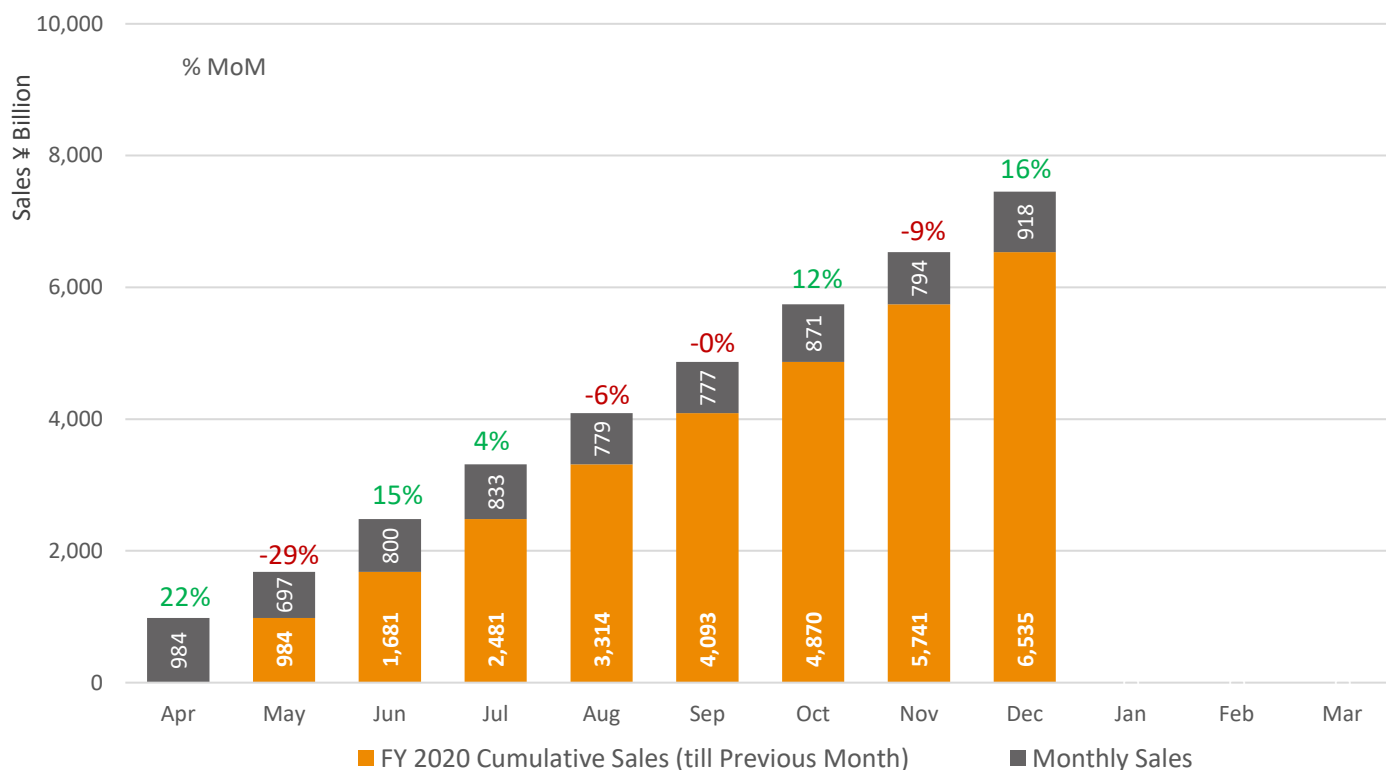
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Encise | Research Center
Monitoring Pharmaceutical Industry for the Society

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Monthly History of FY 2020 (April 2020 to March 2021)



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 2020 Monthly	984	697	800	833	779	777	871	794	918			
% Growth MoM	22%	-29%	15%	4%	-6%	-0%	12%	-9%	16%			
FY 2020 Monthly Cumulative	984	1,681	2,481	3,313	4,093	4,870	5,741	6,535	7,453			
FY 2019 Monthly	962	789	784	870	835	838	870	816	941	798	783	810
% 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

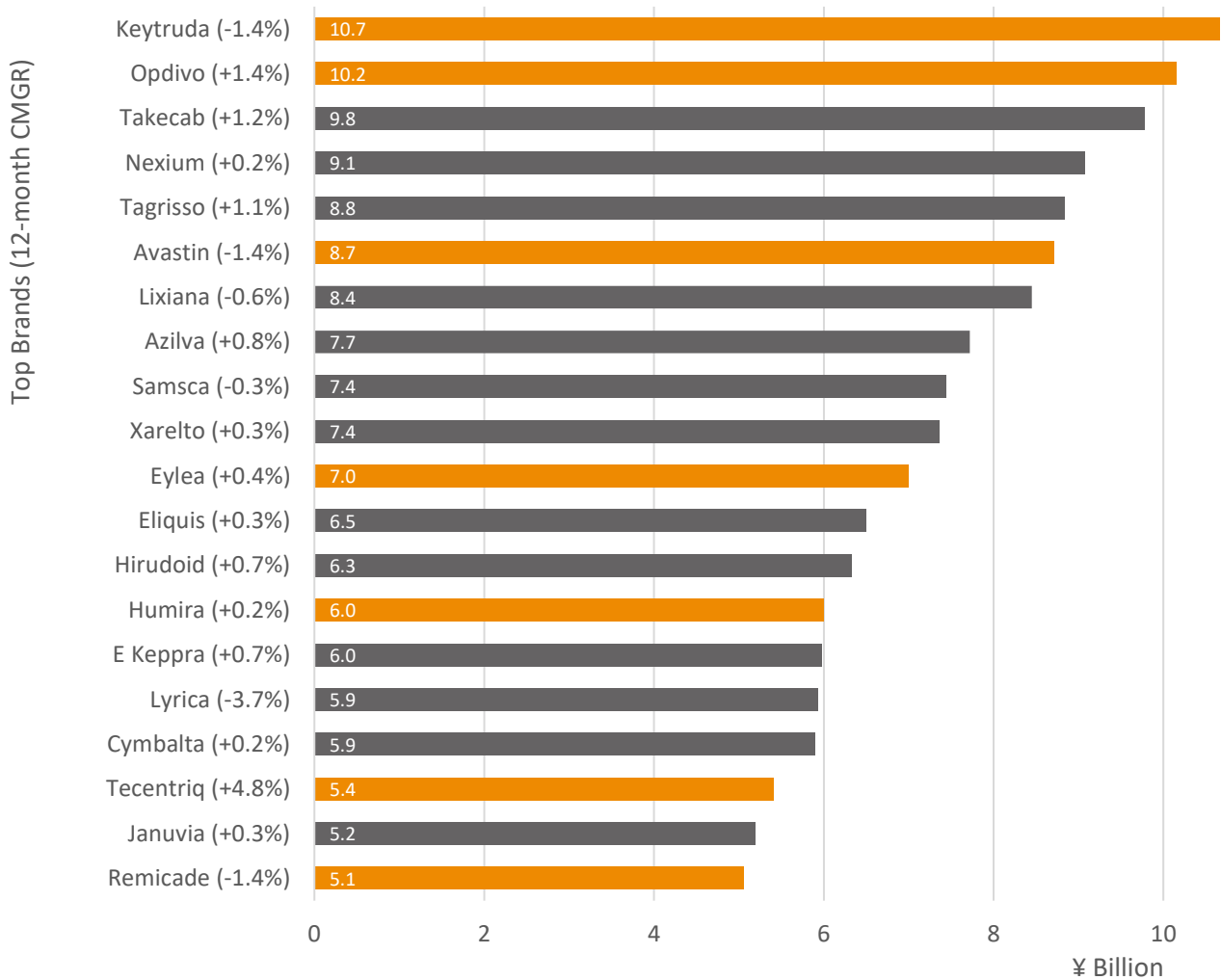
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Top 20 Brands (December 2020)



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

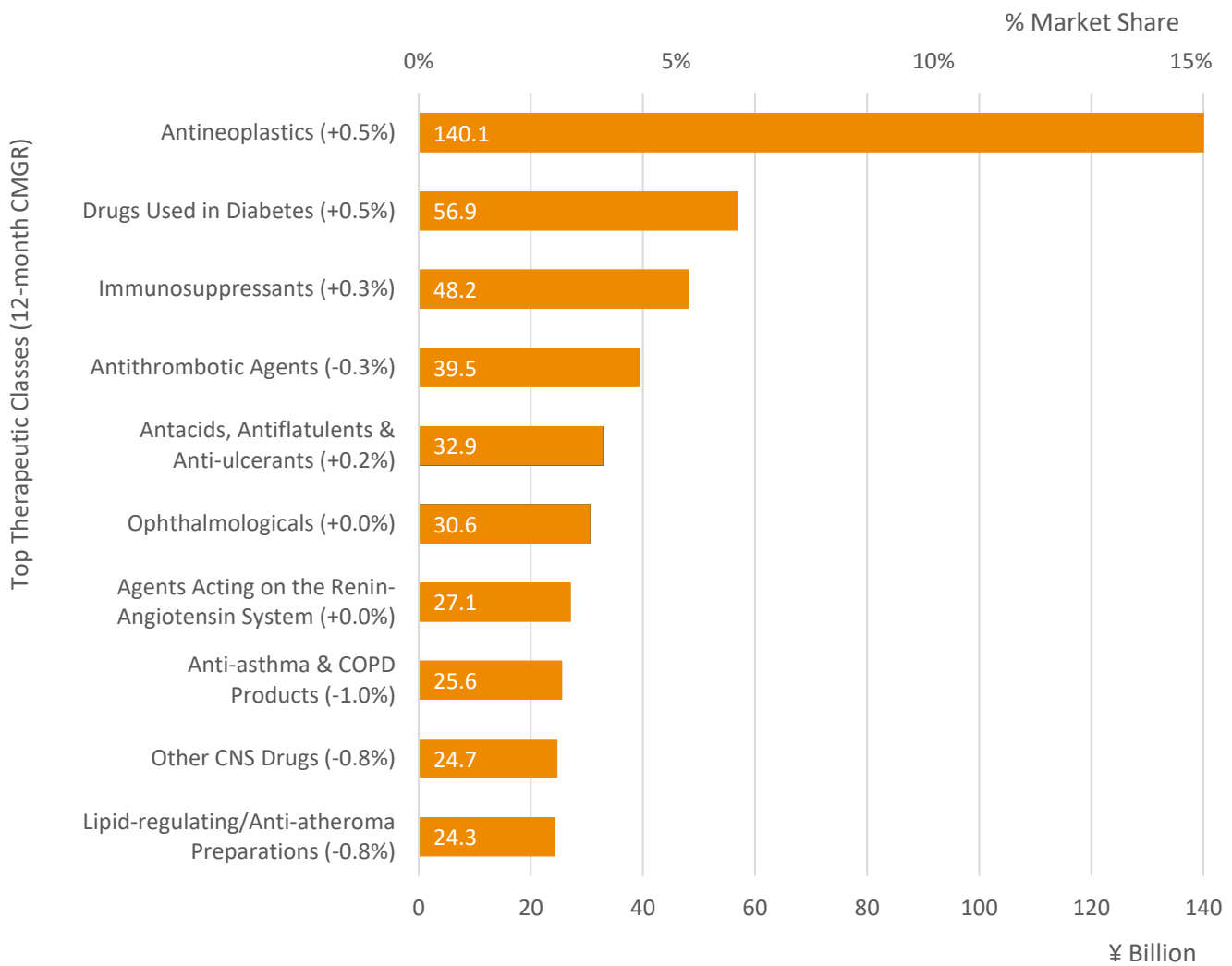
Small Molecule – molecular structure can be drawn on paper

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Top 10 Therapeutic Classes (December 2020)



Source: Encise Inc.

CMGR: Compound Monthly Growth Rate

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Memo

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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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