



MONTHLY Snapshot

(NHI price base)

March 2023

Date of Release

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Encise | Research Center

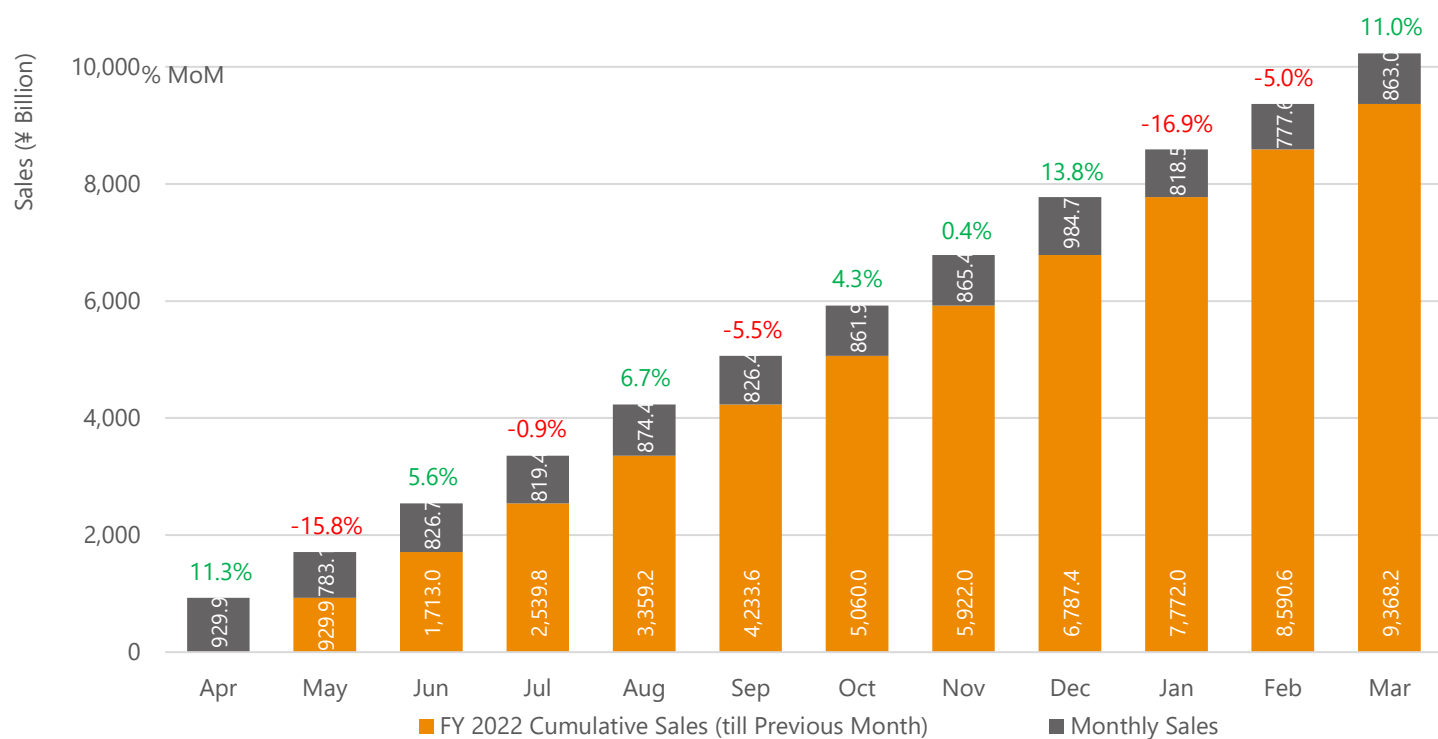
Monitoring Pharmaceutical Industry for the Society

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Monthly History of FY 2022 (April 2022 to March 2023)



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 2022 Monthly	929.9	783.1	826.7	819.4	874.4	826.4	861.9	865.4	984.7	818.5	777.6	863.0
% Growth MoM	11.3%	-15.8%	5.6%	-0.9%	6.7%	-5.5%	4.3%	0.4%	13.8%	-16.9%	-5.0%	11.0%
FY 2022 Monthly Cumulative	929.9	1,713.0	2,539.8	3,359.2	4,233.6	5,060.0	5,922.0	6,787.4	7,772.0	8,590.6	9,368.2	10,231.2
FY 2021 Monthly	956.7	744.0	822.7	831.0	842.0	816.4	861.4	857.4	949.1	801.5	774.2	835.7
% Growth MoM	14.2%	-22.2%	10.6%	1.0%	1.3%	-3.0%	5.5%	-0.5%	10.7%	-15.5%	-3.4%	7.9%
FY 2021 Monthly Cumulative	956.7	1,700.7	2,523.4	3,354.5	4,196.5	5,012.9	5,874.3	6,731.7	7,680.8	8,482.3	9,256.5	10,092.2

Source: Encise Inc.

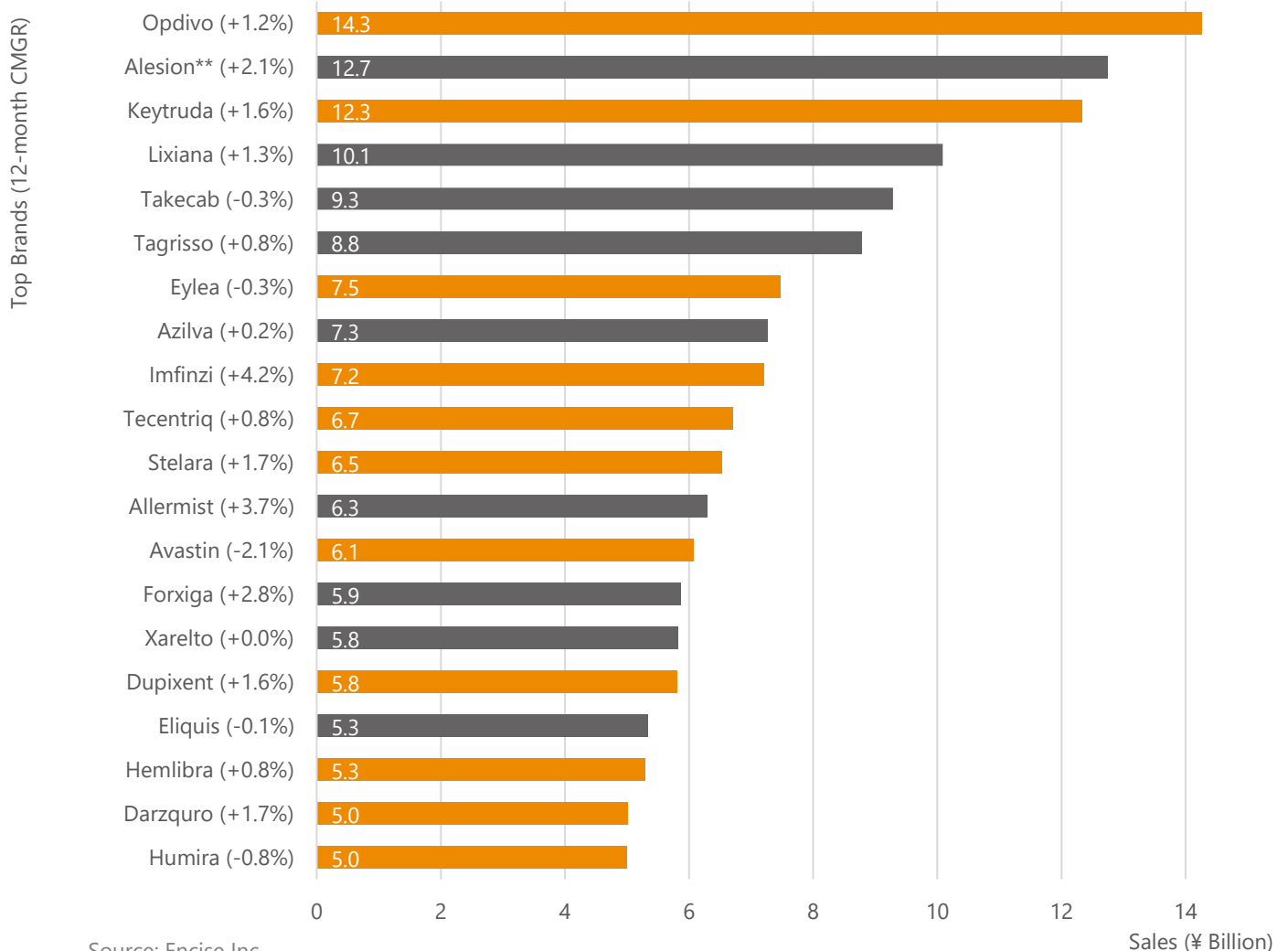
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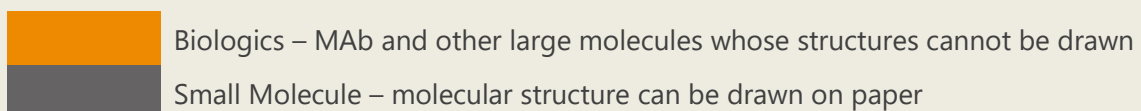
Top 20 Brands* (March 2023)



* Products including coronavirus disease 2019 (COVID-19)-related drugs and regenerative medicine products have not been considered.

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

CMGR: Compound Monthly Growth Rate



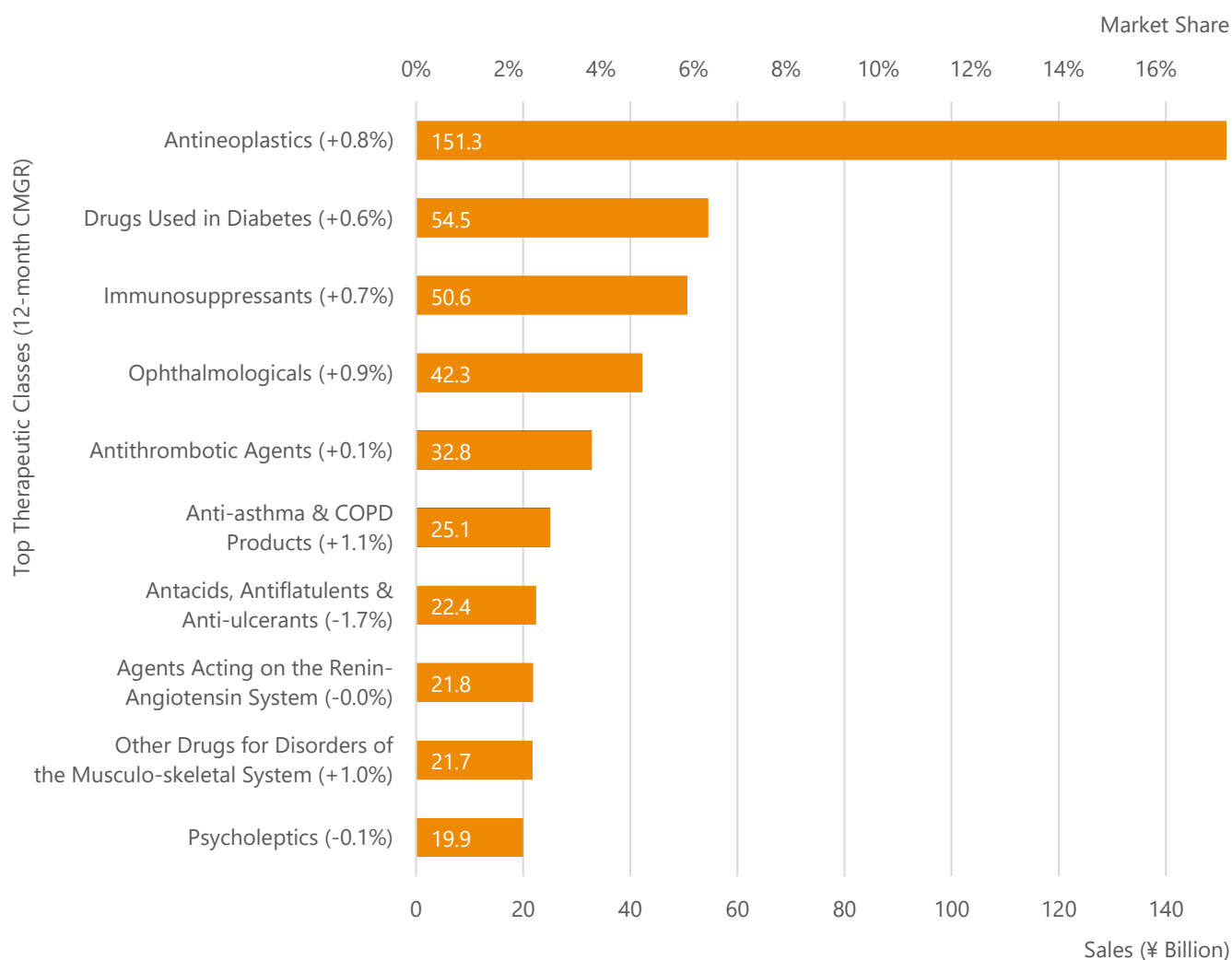
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Top 10 Therapeutic Classes* (March 2023)



Source: Encise Inc.

* Products including coronavirus disease 2019 (COVID-19)-related drugs and regenerative medicine products have not been considered.

CMGR: Compound Monthly Growth Rate

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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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