



# MONTHLY Snapshot

(NHI price base)

---

**November 2023**

Date of Release  
2023.12.6

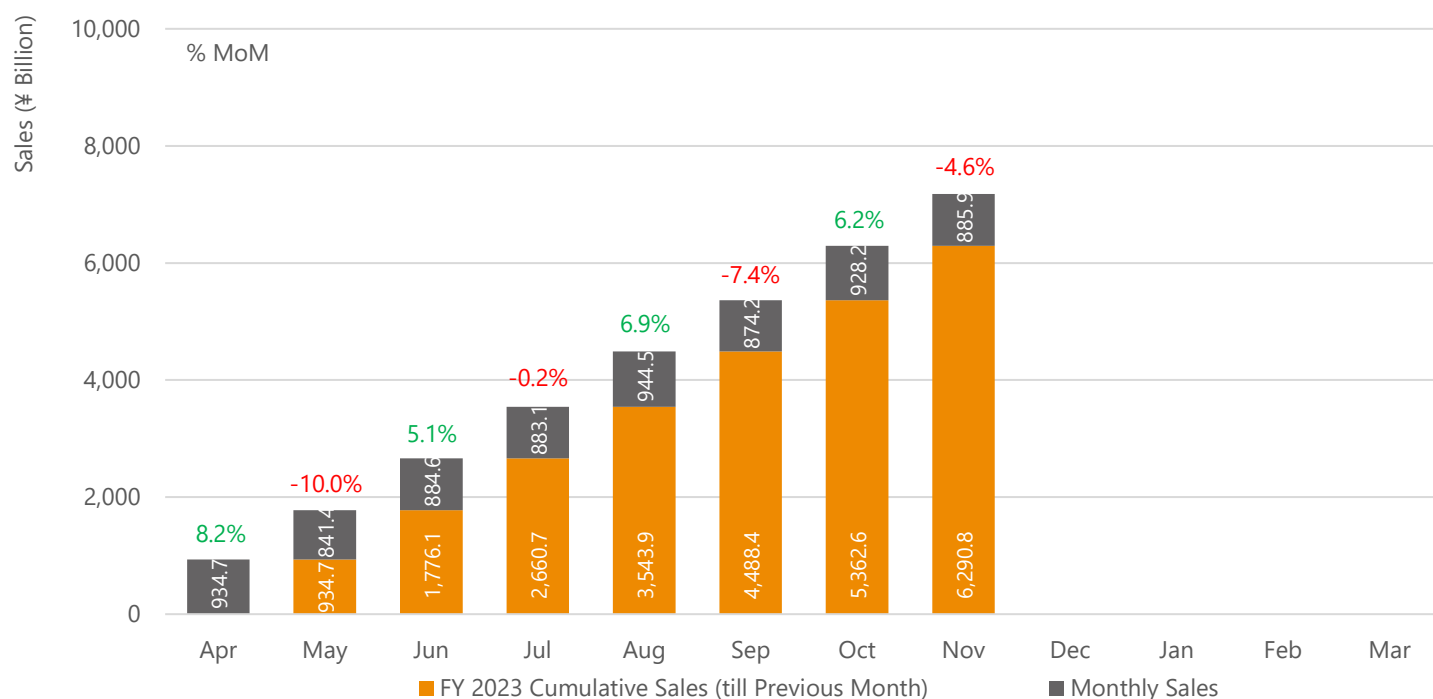
**Encise | Research Center**

Monitoring Pharmaceutical Industry for the Society

We insist that you must read the terms of use at the end of this report (the "Terms of Use").  
Anyone who has read the report is deemed to have agreed to the Terms of Use.

Research Report | Copyright © 2023 Encise Inc. All Rights Reserved.  
Unauthorized quoting, copying and reproduction of the contents of this report are prohibited.

## Monthly History of FY 2023 (April 2023 to March 2024)



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 2023 Monthly	934.7	841.4	884.6	883.1	944.5	874.2	928.2	885.9				
% Growth MoM	8.2%	-10.0%	5.1%	-0.2%	6.9%	-7.4%	6.2%	-4.6%				
FY 2023 Monthly Cumulative	934.7	1,776.1	2,660.7	3,543.9	4,488.4	5,362.6	6,290.8	7,176.7				
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	864.1
% Growth MoM	11.3%	-15.8%	5.6%	-0.9%	6.7%	-5.5%	4.3%	0.4%	13.8%	-16.9%	-5.0%	11.1%
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	10,232.3

Source: Encise Inc.

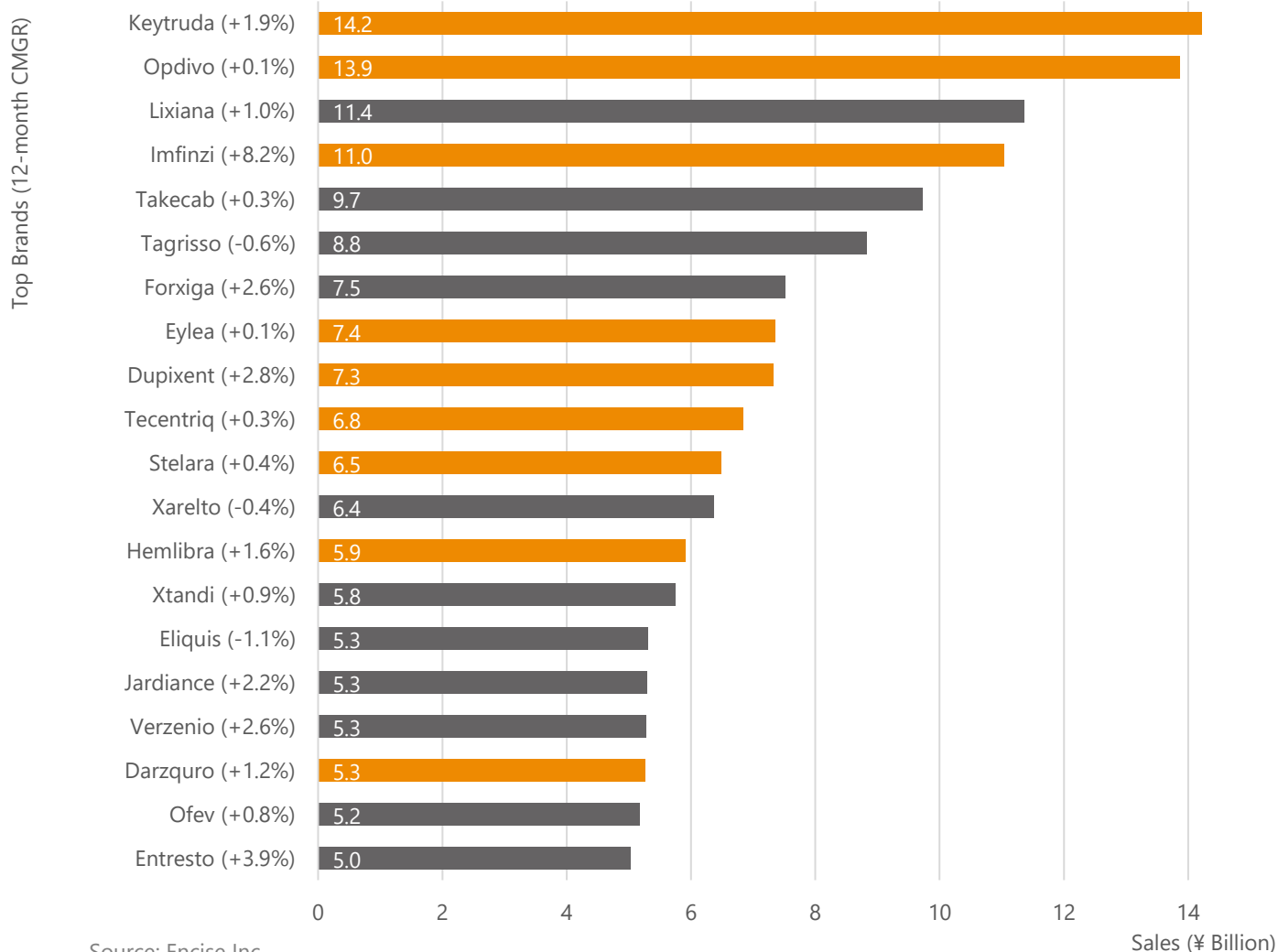
We insist that you must read the terms of use at the end of this report (the "Terms of Use").

Anyone who has read the report is deemed to have agreed to the Terms of Use.

Research Report | Copyright © 2023 Encise Inc. All Rights Reserved.

**Unauthorized quoting, copying and reproduction of the contents of this report are prohibited.**

## Top 20 Brands\* (November 2023)



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

**CMGR:** Compound Monthly Growth Rate

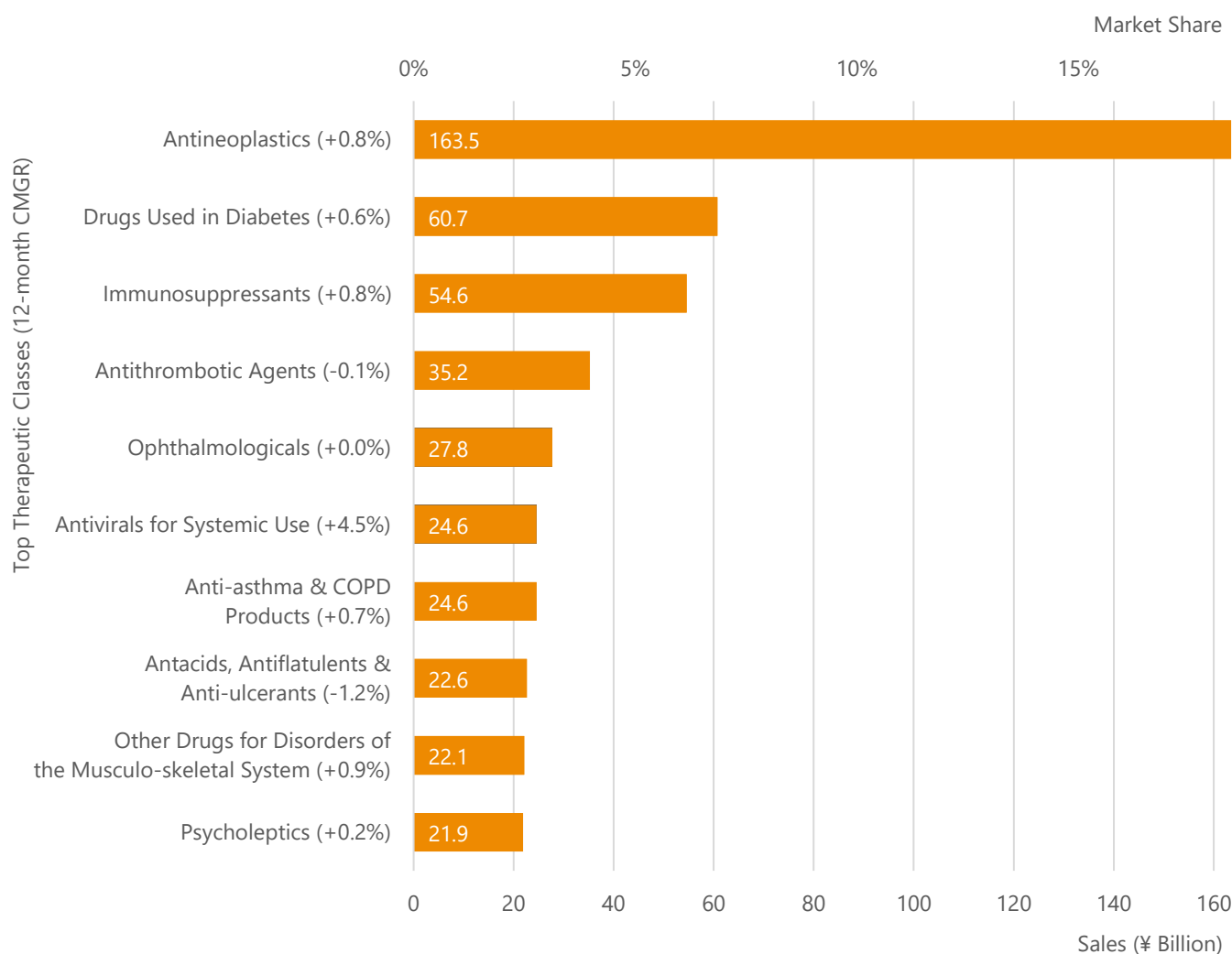
- Biologics – MAb and other large molecules whose structures cannot be drawn
- Small Molecule – molecular structure can be drawn on paper

We insist that you must read the terms of use at the end of this report (the "Terms of Use").  
Anyone who has read the report is deemed to have agreed to the Terms of Use.

Research Report | Copyright © 2023 Encise Inc. All Rights Reserved.

**Unauthorized quoting, copying and reproduction of the contents of this report are prohibited.**

## Top 10 Therapeutic Classes\* (November 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

We insist that you must read the terms of use at the end of this report (the "Terms of Use").  
Anyone who has read the report is deemed to have agreed to the Terms of Use.

Research Report | Copyright © 2023 Encise Inc. All Rights Reserved.

**Unauthorized quoting, copying and reproduction of the contents of this report are prohibited.**



## Memo

---

We insist that you must read the terms of use at the end of this report (the "Terms of Use").  
Anyone who has read the report is deemed to have agreed to the Terms of Use.

Research Report | Copyright © 2023 Encise Inc. All Rights Reserved.

**Unauthorized quoting, copying and reproduction of the contents of this report are prohibited.**



---

## Terms of Use

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'.

Encise Research Center has prepared this Report by processing, editing, and developing estimates based on the ethical drug information Encise has collected. Encise does not guarantee the accuracy, completeness, comprehensiveness, fitness for purpose, and currentness of the information in this Report, or that it meets any specific threshold in terms of content and/or quality.

Encise and Encise Research Center assume no responsibility for any damage or disadvantage whatsoever caused by the use of this information.

Unless otherwise indicated, all of the content of the Report is owned by Encise, and Encise reserves all the rights including, but not limited to, copyrights contained or expressed in or relating to the Report, and they are protected by applicable laws. No one, except with and to the extent of the prior written consent of Encise, shall transfer the Report to any person or let any person use the Report, or quote, reproduce or copy any and all part of the Report.

Encise Research Center

MFPR Shibuya bldg., 2-5, Shibuya 1-chome, Shibuya-ku, Tokyo 150-0002, Japan  
Phone: +81-3-6712-6339 Fax: +81-3-6712-6343

Encise Research Center | Research Report | Copyright © 2023 Encise Inc. All Rights Reserved.

**Unauthorized quoting, copying and reproduction of the contents of this report are prohibited.**