



MONTHLY Snapshot

(NHI price base)

October 2023

Date of Release
2023.11.7

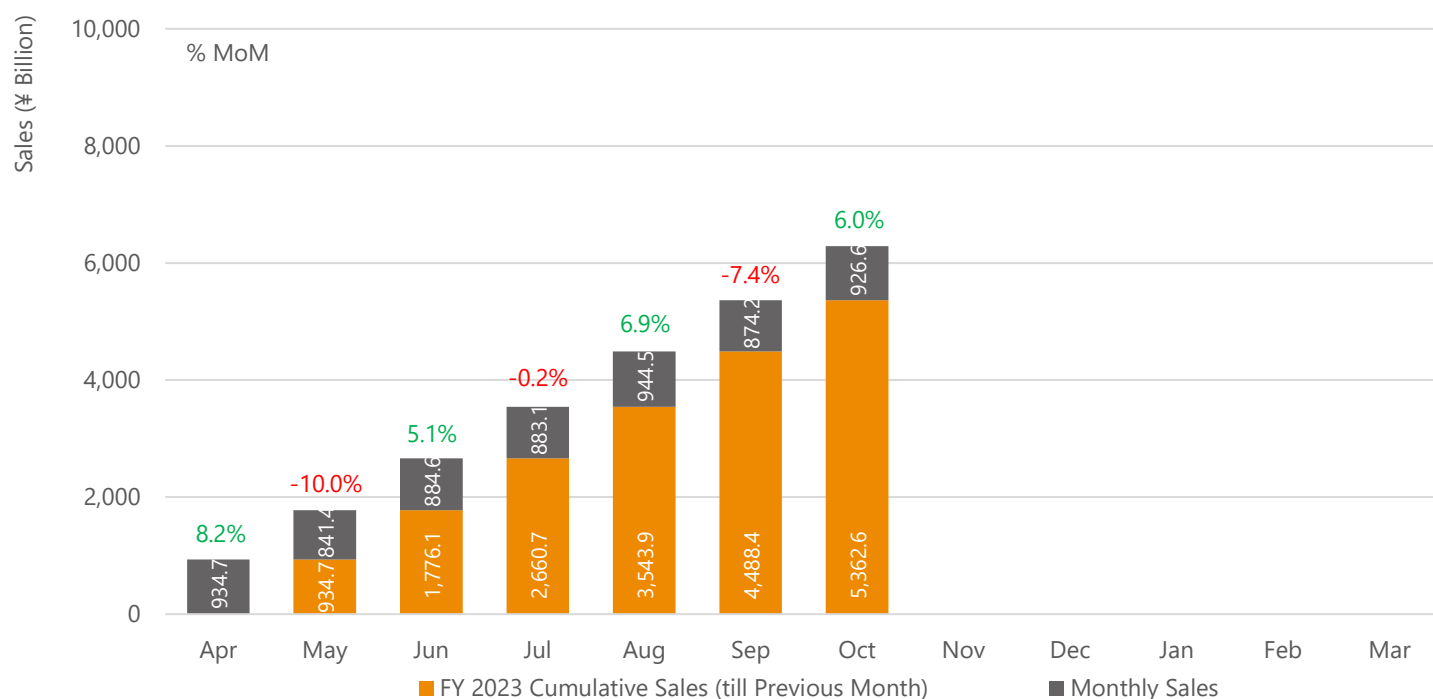
Encise | Research Center

Monitoring Pharmaceutical Industry for the Society

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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	926.6					
% Growth MoM	8.2%	-10.0%	5.1%	-0.2%	6.9%	-7.4%	6.0%					
FY 2023 Monthly Cumulative	934.7	1,776.1	2,660.7	3,543.9	4,488.4	5,362.6	6,289.1					
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.

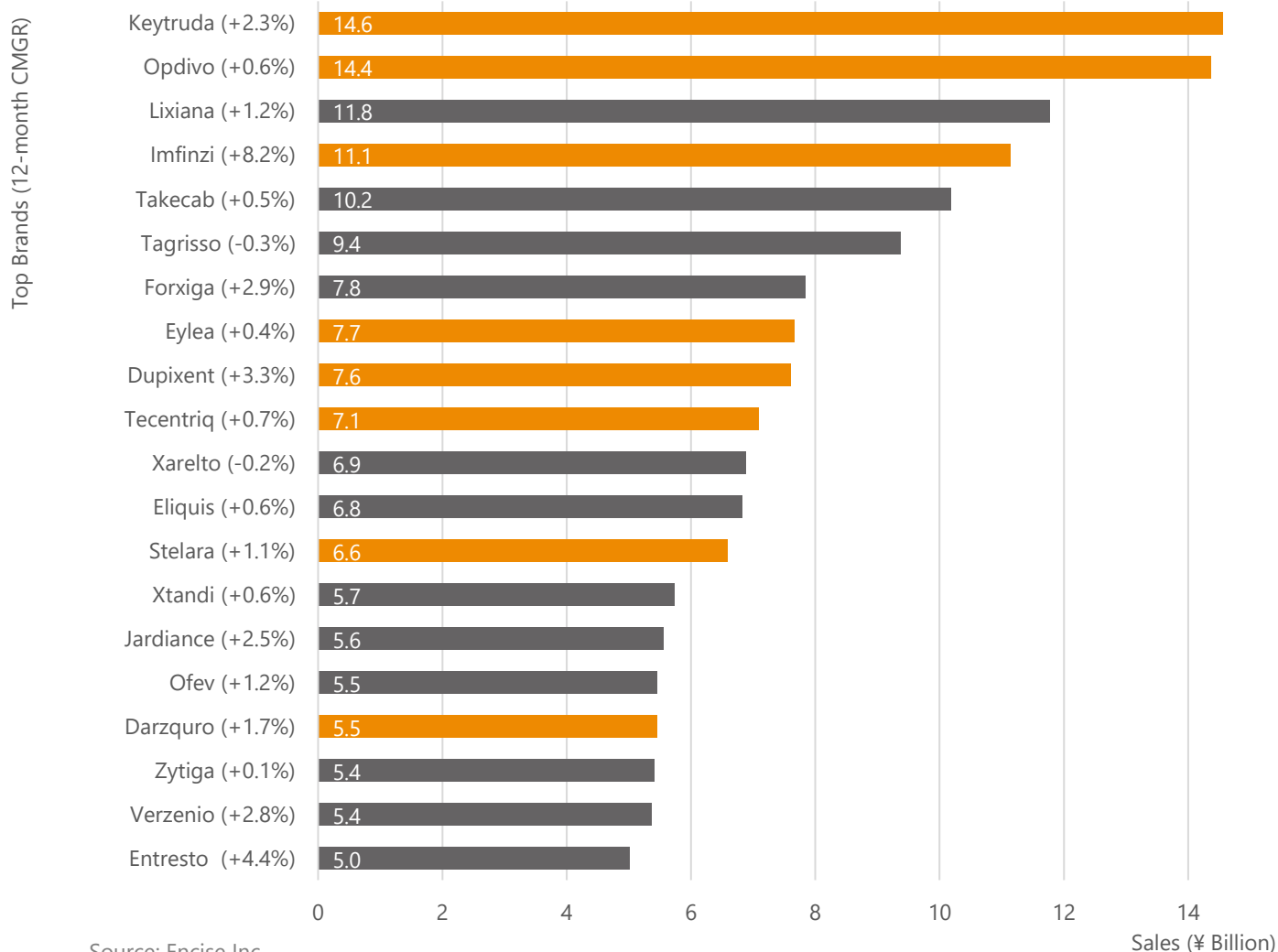
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Top 20 Brands* (October 2023)



* 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

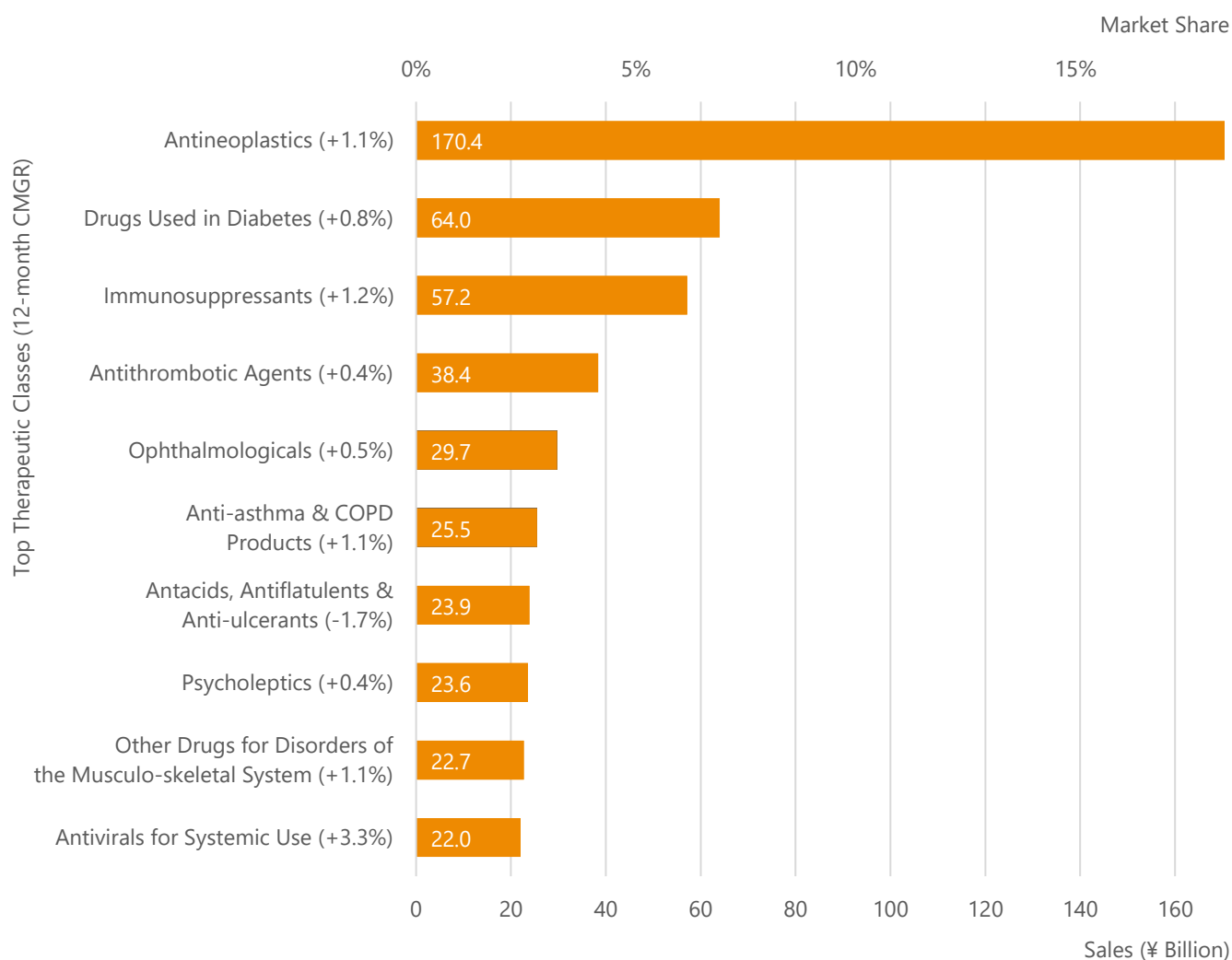
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Top 10 Therapeutic Classes* (October 2023)



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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