

SA DATA MAT'16

JP	BRANDS	COMPANY	PROD_LNCH	Val in Cr					
				MAT FEB 05	MAT FEB 06	MAT FEB 07	MAT FEB 08	MAT FEB 09	MAT FEB 10
	ELASTINE + FLUTICASONE			2.1	3.4	4.9	7.8	9.3	11.5
	DUONASE	CIPLA	200404	2.1	3.3	3.8	5.1	5.9	6.7
	AZEFLO	LUPIN LIMITED	200606	0.0	0.0	0.2	1.0	1.4	1.9
	NAZOMAC-AF	MACLEODS PHARMA	201012						
	COMBINASE-AQ	ZYDUS CADILA*	200510	0.0	0.1	0.6	1.2	1.3	2.1
	FLORESP-AZ	EMCURE*	201203						
	EZICAS-AZ	INTAS PHARMA*	201004			0.0	0.0	0.0	0.0
	FLUBLOCK-AZ	GLENMARK PHARMA	201306						
	NASOCOM-AZ	DR REDDYS LABS	201006			0.0	0.0	0.0	0.0
	NEZALAST	SUN*	200511	0.0	0.0	0.3	0.5	0.6	0.8
	AZENATE	ENTOD	200707	0.0	0.0	0.0	0.0	0.1	0.0
	FLUTIAIR-AZ	SAVA MEDICA LTD.	201207			0.0	0.0	0.0	0.0
	DUOSPRAY	EMCURE*	201107						

JP	BRANDS	COMPANY	PROD_LNCH	Units in (000's)					
				MAT FEB 05	MAT FEB 06	MAT FEB 07	MAT FEB 08	MAT FEB 09	MAT FEB 10
	ELASTINE + FLUTICASONE			155	246	336	534	621	759
	DUONASE	CIPLA	200404	155	235	257	345	394	436
	AZEFLO	LUPIN LIMITED	200606	0	0	15	66	94	127
	NAZOMAC-AF	MACLEODS PHARMA	201012						
	COMBINASE-AQ	ZYDUS CADILA*	200510	0	9	45	87	87	143
	FLORESP-AZ	EMCURE*	201203						
	EZICAS-AZ	INTAS PHARMA*	201004			0	0	0	0
	FLUBLOCK-AZ	GLENMARK PHARMA	201306						
	NASOCOM-AZ	DR REDDYS LABS	201006			0	0	0	0
	NEZALAST	SUN*	200511	0	2	19	35	42	52
	AZENATE	ENTOD	200707	0	0	0	2	4	2
	FLUTIAIR-AZ	SAVA MEDICA LTD.	201207			0	0	0	0
	DUOSPRAY	EMCURE*	201107						

%MS

11	MAT FEB'12	MAT FEB'13	MAT FEB'14	MAT FEB'15	MAT FEB'16	MAT FEB 17	MAT FEB 05	MAT FEB 06	MAT FEB 07	MAT FEB 08	MAT FEB 09	MAT FEB 10
4.1	17.6	20.6	25.7	30.2	34.6	41	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
8.0	8.8	9.5	11.8	13.2	14.7	17.4	100.00%	95.51%	77.34%	64.98%	63.16%	58.05%
2.3	2.9	3.3	4.3	5.3	6.0	7.9	0.00%	0.00%	4.75%	12.96%	15.57%	16.08%
	1.3	1.9	2.3	3.1	3.8	4.2	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2.2	2.5	2.6	3.0	3.1	3.7	3.8	0.00%	3.53%	12.61%	15.48%	13.91%	18.48%
	0.0	1.2	1.6	1.7	2.0	2.7	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
0.3	0.7	0.6	0.6	1.0	1.5	2.0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	0.0	0.0	0.5	1.0	1.1	1.1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
0.2	0.4	0.3	0.3	0.6	0.9	1.1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
0.9	0.9	1.0	1.2	1.2	0.7	0.8	0.00%	0.96%	5.31%	6.25%	6.69%	7.16%
0.0	0.0	0.1	0.1	0.1	0.2	0.2	0.00%	0.00%	0.00%	0.32%	0.67%	0.23%
0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	0.0	0.0	0.0	0.0	0.0	0.0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

%MS

11	MAT FEB'12	MAT FEB'13	MAT FEB'14	MAT FEB'15	MAT FEB'16	MAT FEB 17	MAT FEB 05	MAT FEB 06	MAT FEB 07	MAT FEB 08	MAT FEB 09	MAT FEB 10
914	1134	1302	1520	1706	1866	2061	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
507	551	587	680	732	790	819.3	100.00%	95.46%	76.55%	64.55%	63.34%	57.41%
159	200	225	277	330	351	432.5	0.00%	0.00%	4.55%	12.33%	15.11%	16.70%
	86	129	148	175	206	222.1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
145	164	169	167	161	177	178.2	0.00%	3.57%	13.30%	16.21%	14.07%	18.78%
	0	63	83	87	105	138.7	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
20	45	40	38	54	80	102.6	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	0	0	29	56	60	58.1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
14	24	21	19	35	48	52.0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
59	61	64	74	69	37	45.1	0.00%	0.97%	5.60%	6.62%	6.83%	6.88%
2	2	3	4	8	11	12.7	0.00%	0.00%	0.00%	0.30%	0.65%	0.23%
8	0	2	1	0	0	0.1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	1	1	0	0	0	0.0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

							%Grth					
11	MAT FEB'12	MAT FEB'13	MAT FEB'14	MAT FEB'15	MAT FEB'16	MAT FEB'17	MAT FEB 06	MAT FEB 07	MAT FEB 08	MAT FEB 09	MAT FEB 10	MAT FEB 11
100%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	60	42	60	19	24	22
51%	50.17%	46.09%	45.93%	43.71%	42.55%	42.18%	53	15	34	16	14	19
33%	16.55%	15.95%	16.63%	17.39%	17.40%	19.06%	#DIV/0!	#DIV/0!	336	43	29	24
00%	7.41%	9.44%	8.85%	10.11%	10.86%	10.25%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
53%	14.15%	12.38%	11.69%	10.34%	10.65%	9.16%	#DIV/0!	407	96	7	65	3
00%	0.00%	5.93%	6.21%	5.50%	5.81%	6.49%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
21%	3.97%	3.07%	2.42%	3.18%	4.32%	4.96%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
00%	0.00%	0.00%	1.98%	3.22%	3.24%	2.73%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
47%	2.11%	1.67%	1.27%	2.14%	2.74%	2.61%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
44%	5.38%	4.97%	4.73%	3.96%	1.90%	2.00%	#DIV/0!	686	88	27	33	10
27%	0.17%	0.25%	0.26%	0.42%	0.52%	0.57%	#DIV/0!	#DIV/0!	#DIV/0!	149	-58	42
15%	0.00%	0.17%	0.04%	0.02%	0.02%	0.01%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
00%	0.11%	0.07%	0.00%	0.00%	0.00%	0.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

							%Grth					
11	MAT FEB'12	MAT FEB'13	MAT FEB'14	MAT FEB'15	MAT FEB'16	MAT FEB'17	MAT FEB 06	MAT FEB 07	MAT FEB 08	MAT FEB 09	MAT FEB 10	MAT FEB 11
100%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	59	36	59	16	22	20
44%	48.60%	45.06%	44.76%	42.92%	42.35%	39.75%	52	9	34	14	11	16
37%	17.65%	17.25%	18.20%	19.34%	18.84%	20.98%	#DIV/0!	#DIV/0!	332	43	35	25
00%	7.55%	9.89%	9.74%	10.23%	11.06%	10.77%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
38%	14.47%	12.94%	10.98%	9.41%	9.47%	8.64%	#DIV/0!	407	94	1	63	2
00%	0.00%	4.81%	5.46%	5.08%	5.61%	6.73%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
22%	3.95%	3.04%	2.52%	3.14%	4.29%	4.98%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
00%	0.00%	0.00%	1.90%	3.30%	3.23%	2.82%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
49%	2.11%	1.60%	1.27%	2.08%	2.55%	2.52%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
47%	5.39%	4.92%	4.85%	4.02%	2.00%	2.19%	#DIV/0!	686	88	20	23	13
26%	0.17%	0.25%	0.27%	0.46%	0.58%	0.62%	#DIV/0!	#DIV/0!	#DIV/0!	151	-57	40
37%	0.00%	0.17%	0.04%	0.03%	0.02%	0.01%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
00%	0.10%	0.07%	0.00%	0.00%	0.00%	0.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

	'12	MAT FEB'13	MAT FEB'14	MAT FEB'15	MAT FEB'16	MAT FEB'16
	25	17	24	18	14	19
11		8	24	12	11	18
26		13	30	23	14	30
!		50	17	35	23	12
13		3	18	4	18	2
!		#DIV/0!	30	4	21	33
L24		-9	-2	55	55	37
!		#DIV/0!	#DIV/0!	92	15	1
79		-7	-5	98	47	13
4		9	18	-1	-45	26
-20		73	27	92	44	29
L00		#DIV/0!	-74	-19	-4	-67
!		-22	-95	-100	#DIV/0!	#DIV/0!

	'12	MAT FEB'13	MAT FEB'14	MAT FEB'15	MAT FEB'16	MAT FEB'16
	24	15	17	12	9	10
9		6	16	8	8	4
26		12	23	19	7	23
!		50	15	18	18	8
13		3	-1	-4	10	1
!		#DIV/0!	33	4	21	33
L21		-12	-3	40	49	28
!		#DIV/0!	#DIV/0!	94	7	-4
76		-13	-7	83	34	9
3		5	15	-7	-45	21
-20		69	25	92	37	18
L00		#DIV/0!	-74	-19	-4	-67
!		-21	-95	-100	#DIV/0!	#DIV/0!