Gloria Taiwan
Pharma
Nov. 27, 2013
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Gloria Pharmaceutical

Gloria Pharma Sales

VALUES

Internal Sales Values

Local Currency ('000,000)

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Gloria Pharmaceutical

Market Overview

In MNT$	2008	2009	2010	2011	2012	2013 Q3
Diabetes Drugs Market	952.2	1032.4	1021	1069	1103	823
	-	+8.42%	-1.10%	+4.70%	+3.18%	-
Gloria Diabetes Drugs Volume	354.3	365.2	378.2	401.6	421.3	326.4
	-	+3.08%	+3.56%	+6.19%	+4.91%	-
Gloria Diabetes Drugs Market Share	37.21%	35.37%	37.04%	37.57%	38.20%	39.66%
	-	-1.84%	+1.67%	+0.53%	+0.63%	-

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Market Overview

In MNT$	2008	2009	2010	2011	2012	2013 Q3
Cancer Drugs Market	692.8	773	785.6	809.6	843.6	563.6
	-	+11.58%	+1.63%	+3.05%	+4.20%	-
Gloria Cancer Drugs Volume	251.8	262.7	275.7	299.1	318.8	223.9
	-	+4.33%	+4.95%	+8.49%	+6.59%	-
Gloria Cancer Drugs Market Share	36.35%	33.98%	35.09%	36.94%	37.79%	39.73%
	-	-2.37%	+1.11%	+1.85%	+0.85%	-

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Market Overview

In MNT$	2008	2009	2010	2011	2012	2013 Q3
Cardiovascular Disease Drugs Market	1258.2	1288.4	1291	1297	1301.2	936.6
	-	+2.4%	+0.20%	+0.46%	+0.32%	-
Gloria Cardiovascular Disease Drugs Volume	576.3	591.2	594.2	607.6	617.3	446.4
	-	+2.59%	+0.51%	+2.26%	+1.60%	-
Gloria Cardiovascular Disease Drugs Market Share	45.80%	45.89%	46.03%	46.85%	47.44%	47.66%
	-	+0.09%	+0.14%	+0.82%	+0.59%	-

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Coronary Stent Market

Coronary Stent Pricing Analysis

(BNHI Price)	2012	2013	% Growth	2014	% Growth
Premier Eluting Coronary Stent System	15,956	16,293	+2.11%	16,312	+0.12%
Matrix Drug Eluting Coronary Stent System	76,596	77,158	+0.73%	77,263	+0.14%
Matrix Drug Eluting Coronary Bifurcation Stent System	90,674	91,099	+0.47%	90,988	-0.12%

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Gross Profit Margin

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