

Business Snapshots - Dollar Sales Allergy											
	LW		L4		L12		YTD		L52		
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	
Total Allergy (Adult + Ped)	\$45,877,110	13.0%	\$182,983,279	13.0%	\$585,372,035	13.6%	\$3,004,087,698	12.9%	\$3,004,087,698	12.9%	
Total Allergy Ex INS (Adult + Ped)	\$38,530,573	0.5%	\$153,711,349	0.4%	\$493,129,624	1.1%	\$2,572,522,943	1.6%	\$2,572,522,943	1.6%	
ADULT ALLERGY-UR	\$41,043,069	15.2%	\$164,608,479	14.7%	\$525,414,604	15.1%	\$2,690,851,585	14.2%	\$2,690,851,585	14.2%	
ADULT ALLERGY-TABS/CAPS	\$30,209,198	0.8%	\$121,740,121	-0.1%	\$388,802,731	0.3%	\$2,012,457,340	0.7%	\$2,012,457,340	0.7%	
ADULT ALLERGY-ORAL DISLV TAB	\$1,121,609	-11.6%	\$4,432,352	-8.6%	\$15,334,618	-1.6%	\$95,533,397	1.6%	\$95,533,397	1.6%	
ADULT ALLERGY-L GEL/SFT GEL	\$2,305,776	10.1%	\$8,953,179	13.9%	\$28,407,252	14.0%	\$148,071,780	10.4%	\$148,071,780	10.4%	
PED ALLERGY-UR	\$4,834,041	-2.7%	\$18,374,800	-0.1%	\$59,957,430	2.2%	\$313,236,113	2.6%	\$313,236,113	2.6%	
PED ALLERGY-SYRUP	\$3,435,404	2.2%	\$12,988,735	4.6%	\$41,120,579	6.5%	\$196,961,290	3.5%	\$196,961,290	3.5%	
PED ALLERGY-CHEWBL	\$679,460	-8.1%	\$2,664,735	-6.0%	\$9,573,459	-3.5%	\$59,707,829	3.0%	\$59,707,829	3.0%	
PED ALLERGY-ORAL DISLV TAB	\$718,633	-16.9%	\$2,719,632	-13.2%	\$9,257,258	-8.7%	\$56,554,492	-0.7%	\$56,554,492	-0.7%	
Total Claritin Allergy (Adult + Ped)	\$7,063,428	3.7%	\$27,848,370	5.4%	\$92,827,927	5.7%	\$520,572,914	4.2%	\$520,572,914	4.2%	
CLARITIN-ADULT ALLERGY	\$5,969,910	7.5%	\$23,505,575	8.0%	\$77,111,610	7.3%	\$426,391,230	5.2%	\$426,391,230	5.2%	
CLARITIN-ADULT BASE AH	\$3,748,672	10.2%	\$14,939,203	12.1%	\$49,982,719	9.1%	\$290,513,212	7.7%	\$290,513,212	7.7%	
CLARITIN-ADULT ALLERGY-TABS/CAPS	\$4,739,342	6.4%	\$18,625,288	5.8%	\$60,538,867	4.8%	\$330,076,342	3.3%	\$330,076,342	3.3%	
CLARITIN-ADULT ALLERGY-ORAL DISLV TAB	\$732,329	8.7%	\$2,900,857	12.7%	\$10,050,616	14.0%	\$57,527,132	10.1%	\$57,527,132	10.1%	
CLARITIN BASE-ADLT BASE AH-ORAL DISLV TAB-12 HR	\$253,929	19.5%	\$978,237	19.7%	\$3,296,404	19.4%	\$17,394,667	6.3%	\$17,394,667	6.3%	
CLARITIN BASE-ADLT BASE AH-ORAL DISLV TAB-24 HR	\$478,399	3.7%	\$1,922,619	9.4%	\$6,754,212	1.5%	\$40,132,465	11.9%	\$40,132,465	11.9%	
CLARITIN-ADULT ALLERGY-L GEL/SFT GEL	\$498,239	18.1%	\$1,979,430	25.1%	\$6,522,127	22.7%	\$38,787,757	15.8%	\$38,787,757	15.8%	
CLARITIN D PSE-ADLT PSE AH	\$2,221,238	3.3%	\$8,566,371	1.6%	\$27,128,891	4.0%	\$135,878,018	0.2%	\$135,878,018	0.2%	
CLARITIN D PSE-ADLT PSE AH-TABS/CAPS-12 HR	\$1,150,319	7.0%	\$4,446,782	4.3%	\$13,665,994	5.2%	\$66,586,017	0.9%	\$66,586,017	0.9%	
CLARITIN D PSE-ADLT PSE AH-TABS/CAPS-24 HR	\$1,070,919	-0.4%	\$4,119,589	-1.1%	\$13,462,897	2.8%	\$69,292,001	-0.5%	\$69,292,001	-0.5%	
CLARITIN-PED ALLERGY	\$1,093,518	-13.1%	\$4,342,796	-6.7%	\$15,716,317	-1.3%	\$94,181,683	-0.1%	\$94,181,683	-0.1%	
CLARITIN-PED ALLERGY-CHEWBL	\$663,312	-1.6%	\$2,605,166	1.1%	\$9,355,972	4.1%	\$56,114,243	5.2%	\$56,114,243	5.2%	
CLARITIN-PED ALLERGY-SYRUP	\$278,204	-17.0%	\$1,145,732	-6.6%	\$4,317,967	5.3%	\$23,888,258	3.8%	\$23,888,258	3.8%	
CLARITIN-PED ALLERGY-ORAL DISLV TAB	\$152,002	-39.2%	\$591,898	-30.6%	\$2,042,377	-28.0%	\$14,179,183	-21.0%	\$14,179,183	-21.0%	
Total Allegra Allergy (Adult + Ped)	\$4,994,539	8.6%	\$19,578,800	4.6%	\$61,937,692	1.8%	\$337,180,324	1.4%	\$337,180,324	1.4%	
ALLEGRA-ADULT ALLERGY	\$4,585,058	11.6%	\$17,973,960	7.1%	\$56,301,839	3.7%	\$303,967,242	2.6%	\$303,967,242	2.6%	
ALLEGRA BASE-ADULT BASE AH	\$2,970,372	17.0%	\$11,927,203	13.6%	\$37,802,602	10.0%	\$210,190,618	6.7%	\$210,190,618	6.7%	
ALLEGRA BASE-ADLT BASE AH-TABS/CAPS-12 HR	\$237,934	-3.2%	\$900,894	-2.8%	\$2,931,499	-4.4%	\$16,455,752	5.1%	\$16,455,752	5.1%	
ALLEGRA BASE-ADLT BASE AH-TABS/CAPS-24 HR	\$1,121,570	15.1%	\$4,375,792	15.1%	\$14,079,049	1.4%	\$93,734,866	6.9%	\$93,734,866	6.9%	
ALLEGRA D PSE-ADULT PSE AH	\$1,614,685	3.0%	\$6,046,758	-3.7%	\$18,499,237	-7.1%	\$93,776,624	-5.5%	\$93,776,624	-5.5%	
ALLEGRA D PSE-ADLT PSE AH-TABS/CAPS-12 HR	\$766,804	-2.8%	\$2,918,198	-8.9%	\$8,764,247	-13.9%	\$44,432,147	-11.5%	\$44,432,147	-11.5%	
ALLEGRA D PSE-ADLT PSE AH-TABS/CAPS-24 HR	\$847,882	8.8%	\$3,128,560	1.6%	\$9,734,990	-0.1%	\$49,344,476	0.7%	\$49,344,476	0.7%	
ALLEGRA-PED ALLERGY	\$409,482	-17.0%	\$1,604,840	-16.8%	\$5,635,853	-14.2%	\$33,213,082	-8.5%	\$33,213,082	-8.5%	
Total Zyrtec Allergy (Adult + Ped)	\$6,555,162	1.9%	\$25,734,955	2.5%	\$83,679,782	7.7%	\$440,576,085	7.7%	\$440,576,085	7.7%	
ZYRTEC-ADULT ALLERGY	\$6,024,140	-2.0%	\$23,758,582	-1.0%	\$77,160,688	4.0%	\$413,642,358	5.3%	\$413,642,358	5.3%	
ZYRTEC BASE-ADULT BASE AH	\$4,902,570	4.4%	\$19,287,990	3.5%	\$63,081,639	5.4%	\$341,247,702	4.2%	\$341,247,702	4.2%	
ZYRTEC BASE-ADLT BASE AH-TABS/CAPS	\$3,874,607	7.4%	\$15,404,619	5.1%	\$50,035,366	7.3%	\$266,048,572	4.6%	\$266,048,572	4.6%	
ZYRTEC BASE-ADLT BASE AH-L GEL/SFT GEL	\$789,547	3.6%	\$3,045,419	5.5%	\$9,817,842	6.3%	\$52,806,166	0.3%	\$52,806,166	0.3%	
ZYRTEC BASE-ADLT BASE AH-ORAL DISLV TAB	\$238,415	-26.8%	\$932,753	-21.7%	\$3,228,431	-18.9%	\$22,392,963	9.0%	\$22,392,963	9.0%	
ZYRTEC D PSE-ADULT PSE AH	\$1,121,570	-22.7%	\$4,375,792	-17.0%	\$14,079,049	-1.7%	\$72,394,657	11.1%	\$72,394,657	11.1%	
ZYRTEC-ADULT PSE AH	\$1,121,570	-22.7%	\$4,375,792	-17.0%	\$14,079,049	-1.7%	\$72,394,657	11.1%	\$72,394,657	11.1%	
ZYRTEC-PED ALLERGY	\$531,021	85.5%	\$1,976,373	78.4%	\$6,519,094	87.0%	\$26,933,726	65.0%	\$26,933,726	65.0%	
FLONASE-ADULT ALLERGY	\$5,388,549		\$21,268,898		\$66,468,009		\$294,275,944		\$294,275,944		
NASACORT-ADULT ALLERGY	\$1,957,988	-12.5%	\$8,003,032	-9.3%	\$25,774,402	-6.4%	\$137,288,812	5.6%	\$137,288,812	5.6%	
MUCINEX-ADULT ALLERGY	\$111,261	-69.2%	\$338,114	-74.5%	\$861,212	-79.9%	\$9,818,388	-66.8%	\$9,818,388	-66.8%	
VICKS CLEARQUIL BASE-ADULT BASE AH	\$39,337	-66.6%	\$160,934	-61.1%	\$642,043	-59.4%	\$6,812,216	130.8%	\$6,812,216	130.8%	
VICKS CLEARQUIL BASE-ADLT BASE AH-TABS/CAPS-24 HR	\$26,781	-68.9%	\$104,327	-64.6%	\$418,600	-63.3%	\$4,989,626	132.2%	\$4,989,626	132.2%	
VICKS CLEARQUIL BASE-ADLT BASE AH-TABS/CAPS-4-6 HR	\$12,556	-60.4%	\$56,607	-52.5%	\$223,443	-49.2%	\$1,822,591	126.9%	\$1,822,591	126.9%	
Total Benadryl Allergy (Adult + Ped)	\$3,595,947	-0.6%	\$13,792,042	2.6%	\$42,331,302	4.0%	\$201,470,069	3.9%	\$201,470,069	3.9%	
BENADRYL-ADULT ALLERGY	\$2,482,529	1.0%	\$9,830,228	4.3%	\$30,579,210	5.1%	\$146,057,612	5.4%	\$146,057,612	5.4%	
BENADRYL-ADLT BASE AH-TABS/CAPS	\$13,444		\$51,331		\$149,331		\$380,668		\$380,668		
BENADRYL BASE-ADLT BASE AH-DLSTR							-100.0%		-100.0%		
BENADRYL BASE-ADLT BASE AH-L GEL/SFT GEL	\$551,075	2.1%	\$2,195,732	6.7%	\$6,815,657	6.7%	\$33,140,472	2.2%	\$33,140,472	2.2%	
BENADRYL BASE-ADLT BASE AH-TABS/CAPS	\$1,918,010	-0.1%	\$7,583,165	3.0%	\$23,614,222	4.0%	\$112,536,472	6.0%	\$112,536,472	6.0%	
BENADRYL D PE-ADLT BASE AH-TABS/CAPS		-100.0%		-100.0%		-100.0%		-100.0%			
BENADRYL-PED ALLERGY	\$1,113,418	-3.9%	\$3,961,814	-1.4%	\$11,752,092	1.1%	\$55,412,457	0.2%	\$55,412,457	0.2%	
Total Private Label Allergy (Adult + Ped)	\$15,186,600	-1.4%	\$62,323,824	-2.4%	\$198,749,462	-2.1%	\$997,816,094	-0.7%	\$997,816,094	-0.7%	
PRIVATE LABEL-ADULT ALLERGY	\$13,519,559	-1.0%	\$55,919,795	-2.3%	\$178,664,700	-2.0%	\$895,511,673	-0.9%	\$895,511,673	-0.9%	
PRIVATE LABEL-PED ALLERGY	\$1,667,041	-4.7%	\$6,404,029	-3.1%	\$20,084,762	-3.6%	\$102,304,421	0.5%	\$102,304,421	0.5%	
PRIVATE LABEL-ADULT BASE AH	\$11,898,062	-0.2%	\$49,493,976	-1.5%	\$158,099,015	-0.8%	\$794,762,520	1.1%	\$794,762,520	1.1%	
PRIVATE LABEL-ADULT PSE AH	\$1,536,683	8.1%	\$6,099,441	9.1%	\$19,620,965	11.2%	\$97,098,482	-13.3%	\$97,098,482	-13.3%	
Total Private Label Loratadine	\$3,989,741	-6.2%	\$16,437,681	-5.4%	\$53,903,355	-2.4%	\$283,614,412	0.6%	\$283,614,412	0.6%	
Total Private Label Loratadine Base Adult	\$2,841,980	1.0%	\$11,871,140	0.5%	\$39,022,995	1.9%	\$205,950,608	2.5%	\$205,950,608	2.5%	
Total Private Label Loratadine Base PED	\$181,077	3.5%	\$695,139	5.5%	\$2,287,740	8.3%	\$11,646,366	6.0%	\$11,646,366	6.0%	
Total Private Label Fexofenadine	\$2,060,911	-0.7%	\$8,527,126	-3.9%	\$27,506,354	-0.7%	\$139,078,494	0.4%	\$139,078,494	0.4%	
Total Private Label Cetirizine	\$5,183,297	6.5%	\$21,316,805	4.1%	\$67,996,218	0.2%	\$335,524,841	-1.0%	\$335,524,841	-1.0%	
Total Private Label Cetirizine Base Adult	\$4,095,733	7.4%	\$16,985,629	6.1%	\$53,846,094	4.9%	\$263,973,258	4.5%	\$263,973,258	4.5%	
Total Private Label Cetirizine Base PED	\$600,223	-19.9%	\$2,412,760	-18.1%	\$8,176,303	-16.1%	\$46,567,493	-2.9%	\$46,567,493	-2.9%	
Total Private Label Diphenhydramine	\$3,440,098	-5.9%	\$13,989,275	-5.6%	\$43,029,086	-5.1%	\$209,893,460	-1.0%	\$209,893,460	-1.0%	