

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)	\$ 10	10%	\$ 187,294,346	13.6%	\$ 558,731,622	13.2%	\$ 3,003,697,903	12.8%	\$ 3,026,160,333	13.2%
Total Allergy Ex INS (Adult + Ped)	\$ 37,492,605	-2%	\$ 156,725,049	0.7%	\$ 469,736,636	0.6%	\$ 2,572,141,812	1.6%	\$ 2,573,305,838	1.6%
ADULT ALLERGY-UR	\$ 40,558,632	12%	\$ 170,026,192	15.1%	\$ 503,272,751	14.6%	\$ 2,690,500,045	14.2%	\$ 2,712,783,584	14.6%
ADULT ALLERGY-TABS/CAPS	\$ 29,788,659	-2%	\$ 125,541,410	0.6%	\$ 372,538,725	0.1%	\$ 2,012,142,016	0.7%	\$ 2,012,905,723	0.8%
ADULT ALLERGY-ORAL DISLV TAB	\$ 1,063,556	-12%	\$ 4,515,814	-9.4%	\$ 13,863,354	-7.8%	\$ 95,528,286	1.6%	\$ 95,058,814	0.1%
ADULT ALLERGY-L GEL/SFT GEL	\$ 2,181,168	3%	\$ 9,197,139	8.2%	\$ 27,261,178	12.1%	\$ 148,051,117	10.4%	\$ 148,746,812	11.3%
PED ALLERGY-UR	\$ 4,412,987	0%	\$ 17,268,153	1.0%	\$ 55,458,872	1.4%	\$ 313,197,859	2.6%	\$ 313,376,749	2.2%
PED ALLERGY-SYRUP	\$ 3,140,698	6%	\$ 12,245,901	5.6%	\$ 38,972,677	5.9%	\$ 196,937,640	3.5%	\$ 197,592,516	3.5%
PED ALLERGY-CHEWBL	\$ 638,030	-9%	\$ 2,503,803	-3.2%	\$ 8,228,198	-4.7%	\$ 59,705,117	3.0%	\$ 59,622,686	2.6%
PED ALLERGY-ORAL DISLV TAB	\$ 633,723	-15%	\$ 2,515,984	-13.6%	\$ 8,251,506	-10.9%	\$ 56,542,630	-0.7%	\$ 56,147,199	-2.6%
Total Claritin Allergy (Adult + Ped)	\$ 6,694,670	1%	\$ 28,873,357	8.3%	\$ 86,759,544	6.0%	\$ 520,528,573	4.2%	\$ 522,733,570	4.8%
CLARITIN-ADULT ALLERGY	\$ 5,710,410	4%	\$ 25,001,884	11.7%	\$ 73,446,827	8.4%	\$ 426,353,902	5.2%	\$ 428,977,277	6.1%
CLARITIN-ADULT BASE AH	\$ 3,689,661	9%	\$ 16,274,688	17.9%	\$ 47,499,875	11.8%	\$ 290,481,641	7.7%	\$ 292,954,538	8.8%
CLARITIN-ADULT ALLERGY-TABS/CAPS	\$ 4,552,259	3%	\$ 19,993,276	11.6%	\$ 58,250,912	6.6%	\$ 330,046,330	3.3%	\$ 332,118,780	4.1%
CLARITIN-ADULT ALLERGY-ORAL DISLV TAB	\$ 693,975	6%	\$ 2,981,237	9.2%	\$ 9,142,752	12.2%	\$ 57,524,250	10.1%	\$ 57,776,302	10.7%
CLARITIN BASE-ADLT BASE AH-ORAL DISLV TAB-12 HR	\$ 248,235	21%	\$ 1,025,300	18.3%	\$ 3,078,623	19.6%	\$ 17,394,089	6.3%	\$ 17,553,050	7.4%
CLARITIN BASE-ADLT BASE AH-ORAL DISLV TAB-24 HR	\$ 445,740	-1%	\$ 1,955,938	5.0%	\$ 6,064,129	8.8%	\$ 40,130,162	11.9%	\$ 40,223,252	12.2%
CLARITIN-ADULT ALLERGY-L GEL/SFT GEL	\$ 464,176	12%	\$ 2,027,371	17.3%	\$ 6,053,162	21.3%	\$ 38,783,321	15.7%	\$ 39,082,194	17.5%
CLARITIN D PSE-ADULT PSE AH	\$ 2,020,750	-3%	\$ 8,727,196	1.8%	\$ 25,946,952	2.5%	\$ 135,872,261	0.2%	\$ 136,022,739	0.7%
CLARITIN D PSE-ADLT PSE AH-TABS/CAPS-12 HR	\$ 1,050,595	0%	\$ 4,511,122	3.3%	\$ 13,311,661	4.3%	\$ 66,581,658	0.9%	\$ 66,724,911	1.1%
CLARITIN D PSE-ADLT PSE AH-TABS/CAPS-24 HR	\$ 970,154	-6%	\$ 4,216,074	0.2%	\$ 12,635,291	-0.7%	\$ 69,290,602	-0.5%	\$ 69,297,828	0.4%
CLARITIN-PED ALLERGY	\$ 984,259	-14%	\$ 3,871,472	-9.8%	\$ 13,312,717	-5.5%	\$ 94,174,671	-0.1%	\$ 93,756,293	-0.6%
CLARITIN-PED ALLERGY-CHEWBL	\$ 629,258	-2%	\$ 2,462,984	4.9%	\$ 8,047,433	3.0%	\$ 56,111,691	5.2%	\$ 56,226,379	5.2%
CLARITIN-PED ALLERGY-SYRUP	\$ 223,881	-24%	\$ 882,226	-20.0%	\$ 3,487,214	-5.2%	\$ 23,885,693	3.8%	\$ 23,665,318	2.7%
CLARITIN-PED ALLERGY-ORAL DISLV TAB	\$ 131,120	-38%	\$ 526,262	-37.3%	\$ 1,778,070	-31.4%	\$ 14,177,286	-21.0%	\$ 13,864,595	-22.2%
Total Allegra Allergy (Adult + Ped)	\$ 4,764,864	3%	\$ 20,056,915	7.2%	\$ 59,375,959	4.0%	\$ 337,149,838	1.4%	\$ 338,490,184	2.0%
ALLEGRA-ADULT ALLERGY	\$ 4,373,059	4%	\$ 18,535,048	9.0%	\$ 54,364,904	6.1%	\$ 303,938,564	2.6%	\$ 305,474,525	3.4%
ALLEGRA BASE-ADULT BASE AH	\$ 2,954,285	10%	\$ 12,366,799	13.2%	\$ 36,417,497	12.1%	\$ 210,165,619	6.7%	\$ 211,611,971	7.7%
ALLEGRA BASE-ADLT BASE AH-TABS/CAPS-12 HR	\$ 245,157	-8%	\$ 970,182	-9.8%	\$ 2,833,716	-6.0%	\$ 16,454,251	5.1%	\$ 16,349,043	3.5%
ALLEGRA BASE-ADLT BASE AH-TABS/CAPS-24 HR	\$ 2,709,129	11%	\$ 11,396,616	1.8%	\$ 33,583,781	1.9%	\$ 193,711,368	8.8%	\$ 195,262,927	8.1%
ALLEGRA D PSE-ADULT PSE AH	\$ 1,418,774	-5%	\$ 6,168,250	1.5%	\$ 17,947,406	-4.4%	\$ 93,772,946	-5.5%	\$ 93,862,553	-5.2%
ALLEGRA D PSE-ADLT PSE AH-TABS/CAPS-12 HR	\$ 673,979	-12%	\$ 3,007,805	-4.1%	\$ 8,647,549	-10.4%	\$ 44,430,560	-11.5%	\$ 44,300,588	-11.1%
ALLEGRA D PSE-ADLT PSE AH-TABS/CAPS-24 HR	\$ 744,795	3%	\$ 3,160,444	7.5%	\$ 9,299,857	2.0%	\$ 49,342,385	0.7%	\$ 49,561,965	0.7%
ALLEGRA-PED ALLERGY	\$ 391,805	-11%	\$ 1,521,867	-11.4%	\$ 5,011,055	-14.1%	\$ 33,211,273	-8.5%	\$ 33,015,660	-8.8%
Total Zyrtec Allergy (Adult + Ped)	\$ 6,613,844	-1%	\$ 26,682,762	-0.9%	\$ 79,512,856	3.8%	\$ 440,544,035	7.7%	\$ 440,291,437	6.8%
ZYRTEC-ADULT ALLERGY	\$ 6,098,054	-5%	\$ 24,762,008	-4.6%	\$ 73,468,432	0.0%	\$ 413,612,964	5.3%	\$ 412,432,045	4.5%
ZYRTEC BASE-ADULT BASE AH	\$ 5,012,994	2%	\$ 20,206,467	1.8%	\$ 59,974,562	4.0%	\$ 341,222,805	4.1%	\$ 341,577,402	4.0%
ZYRTEC BASE-ADLT BASE AH-TABS/CAPS	\$ 4,052,975	7%	\$ 16,216,022	5.1%	\$ 47,796,234	6.3%	\$ 266,028,798	4.6%	\$ 266,813,275	4.8%
ZYRTEC BASE-ADLT BASE AH-L GEL/SFT GEL	\$ 730,790	-10%	\$ 3,044,732	-4.4%	\$ 9,270,625	2.8%	\$ 52,802,713	0.3%	\$ 52,661,741	1.5%
ZYRTEC BASE-ADLT BASE AH-ORAL DISLV TAB	\$ 229,229	-22%	\$ 945,713	-23.4%	\$ 2,907,702	-20.7%	\$ 22,391,294	9.0%	\$ 22,102,386	1.5%
ZYRTEC D PSE-ADULT PSE AH	\$ 1,085,060	-29%	\$ 4,555,541	-25.2%	\$ 13,493,871	-14.6%	\$ 72,390,160	11.1%	\$ 70,854,643	6.6%
ZYRTEC-ADULT PSE AH	\$ 1,085,060	-29%	\$ 4,555,541	-25.2%	\$ 13,493,871	-14.6%	\$ 72,390,160	11.1%	\$ 70,854,643	6.6%
ZYRTEC-PED ALLERGY	\$ 515,790	97%	\$ 1,920,754	93.5%	\$ 6,044,424	90.5%	\$ 26,931,071	64.9%	\$ 27,859,392	60.9%
FLONASE-ADULT ALLERGY	\$ 5,422,735	0%	\$ 22,163,284	0.0%	\$ 64,430,798	0.0%	\$ 294,274,561	0.0%	\$ 316,437,844	0.0%
NASACORT-ADULT ALLERGY	\$ 2,056,279	-14%	\$ 8,406,012	-9.3%	\$ 24,564,188	-9.1%	\$ 137,281,530	5.6%	\$ 136,416,650	-2.0%
MUCINEX-ADULT ALLERGY	\$ 121,182	-59%	\$ 473,387	-62.4%	\$ 1,072,024	-72.8%	\$ 9,816,056	-66.9%	\$ 9,030,484	-70.7%
VICKS QLEARQUIL BASE-ADULT BASE AH	\$ 36,220	-71%	\$ 195,998	-59.9%	\$ 559,015	-59.0%	\$ 6,812,081	130.8%	\$ 6,519,671	89.5%
VICKS QLEARQUIL BASE-ADLT BASE AH-TABS/CAPS-24 HR	\$ 24,340	-73%	\$ 128,256	-63.0%	\$ 364,200	-62.4%	\$ 4,989,564	132.2%	\$ 4,771,160	91.2%
VICKS QLEARQUIL BASE-ADLT BASE AH-TABS/CAPS-4-6 HR	\$ 11,881	-66%	\$ 67,741	-52.2%	\$ 194,815	-50.6%	\$ 1,822,517	126.9%	\$ 1,748,512	85.0%
Total Benadryl Allergy (Adult + Ped)	\$ 3,461,749	5%	\$ 14,235,500	4.4%	\$ 42,056,310	4.1%	\$ 201,458,922	3.9%	\$ 202,058,428	3.8%
BENADRYL-ADULT ALLERGY	\$ 2,477,611	5%	\$ 10,351,785	5.3%	\$ 30,256,899	5.2%	\$ 146,049,381	5.4%	\$ 146,566,176	5.3%
BENADRYL-ADLT BASE AH-TABS/CAPS	\$ 11,393	0%	\$ 50,392	0.0%	\$ 148,633	0.0%	\$ 380,668	0.0%	\$ 431,060	0.0%
BENADRYL BASE-ADLT BASE AH-DLSTR	\$ -	0%	\$ -	0.0%	\$ -	0.0%	\$ -	-100.0%	\$ -	-100.0%
BENADRYL BASE-ADLT BASE AH-L GEL/SFT GEL	\$ 562,265	6%	\$ 2,320,721	5.7%	\$ 6,741,660	6.7%	\$ 33,138,267	2.2%	\$ 33,263,534	2.4%
BENADRYL BASE-ADLT BASE AH-TABS/CAPS	\$ 1,903,953	5%	\$ 7,980,672	4.5%	\$ 23,366,606	4.1%	\$ 112,530,446	6.0%	\$ 112,871,582	5.8%
BENADRYL D PE-ADLT BASE AH-TABS/CAPS	\$ -	0%	\$ -	0.0%	\$ -	-100.0%	\$ -	-100.0%	\$ -	-100.0%
BENADRYL-PED ALLERGY	\$ 984,138	4%	\$ 3,883,715	2.2%	\$ 11,799,411	1.2%	\$ 55,409,540	0.2%	\$ 55,492,252	0.0%
Total Private Label Allergy (Adult + Ped)	\$ 14,829,228	-6%	\$ 62,124,310	-2.8%	\$ 188,546,502	-2.7%	\$ 997,567,458	-0.8%	\$ 995,783,970	-0.8%
PRIVATE LABEL-ADULT ALLERGY	\$ 13,314,780	-6%	\$ 56,133,006	-2.7%	\$ 169,502,474	-2.7%	\$ 895,286,880	-0.9%	\$ 893,724,079	-0.9%
PRIVATE LABEL-PED ALLERGY	\$ 1,514,448	-6%	\$ 5,991,304	-3.6%	\$ 19,044,027	-3.3%	\$ 102,280,578	0.4%	\$ 102,059,891	0.0%
PRIVATE LABEL-ADULT BASE AH	\$ 11,885,704	-5%	\$ 50,017,839	-2.6%	\$ 150,279,346	-2.0%	\$ 794,544,320	1.1%	\$ 793,231,673	0.8%
PRIVATE LABEL-ADULT PSE AH	\$ 1,349,653	-8%	\$ 5,770,628	-5.9%	\$ 18,252,979	-9.2%	\$ 97,092,432	-13.3%	\$ 96,727,895	-11.7%
Total Private Label Loratadine	\$ 3,893,402	-10%	\$ 16,404,451	-6.5%	\$ 50,196,102	-4.9%	\$ 283,559,999	0.6%	\$ 282,410,415	0.3%
Total Private Label Loratadine Base Adult	\$ 2,868,895	-4%	\$ 12,054,703	-0.3%	\$ 36,411,592	0.3%	\$ 205,900,121	2.4%	\$ 205,860,625	2.4%
Total Private Label Loratadine Base PED	\$ 167,386	6%	\$ 639,885	8.4%	\$ 2,091,690	7.5%	\$ 11,644,905	6.0%	\$ 11,694,722	6.3%
Total Private Label Fexofenadine	\$ 2,077,946	-7%	\$ 8,709,838	-2.6%	\$ 26,060,885	-2.2%	\$ 139,046,627	0.4%	\$ 138,813,397	0.4%
Total Private Label Cetirizine	\$ 4,966,896	2%	\$ 20,787,564	5.0%	\$ 63,906,277	2.2%	\$ 335,447,694	-1.1%	\$ 336,442,572	-0.4%
Total Private Label Cetirizine Base Adult	\$ 3,994,586	0%	\$ 16,851,471	3.8%	\$ 51,010,324	4.4%	\$ 263,904,536	4.5%	\$ 264,521,544	4.5%
Total Private Label Cetirizine Base PED	\$ 549,193	-23%	\$ 2,168,868	-20.7%	\$ 7,271,001	-18.7%	\$ 46,561,702	-2.9%	\$ 45,994,390	-4.3%
Total Private Label Diphenhydramine	\$ 3,396,554	-8%	\$ 14,118,938	-7.7%	\$ 42,187,631	-6.3%	\$ 209,821,274	-1.1%	\$ 208,642,010	-1.7%