

Business Snapshots - Dollar Sales Allergy

| Total US MULO minus TARGET PSE                      | Week Ending 07-31-16 |           | 4 Weeks Ending 07-31-16 |           | 12 Weeks Ending 07-31-16 |            | Calendar Year 2016 Ending 07-31-16 |            | 52 Weeks Ending 07-31-16 |            |
|---|----------------------|-----------|-------------------------|-----------|--------------------------|------------|------------------------------------|------------|--------------------------|------------|
|   | Current              | % Chg YA  | Current                 | % Chg YA  | Current                  | % Chg YA   | Current                            | % Chg YA   | Current                  | % Chg YA   |
| TOTAL ALLERGY EXCL INS                              | \$41,782,357         | -0.3%     | \$169,623,942           | 4.3%      | \$730,823,219            | 4.1%       | \$1,979,746,254                    | 5.9%       | \$3,106,479,581          | 9.0%       |
| TOTAL INS (Adult + PED)                             | \$7,841,758          | 15.4%     | \$31,836,464            | 19.2%     | \$122,279,727            | 21.1%      | \$348,241,101                      | 33.6%      | \$523,045,158            | 66.9%      |
| ADULT ALLERGY                                       | \$44,394,743         | 1.1%      | \$180,185,746           | 3.6%      | \$650,181,032            | 3.5%       | \$1,764,194,242                    | 5.5%       | \$2,769,716,459          | 9.1%       |
| ADULT BASE  | \$30,735,820         | -0.5%     | \$124,656,734           | 1.9%      | \$440,641,530            | 1.2%       | \$1,172,464,585                    | 1.4%       | \$1,852,765,521          | 2.0%       |
| ADULT PSE   | \$5,840,194          | -3.0%     | \$23,771,855            | -1.5%     | \$87,641,522             | -1.1%      | \$241,734,895                      | -1.7%      | \$386,849,797            | -1.3%      |
| ADULT INS   | \$7,588,363          | 12.1%     | \$30,804,989            | 15.9%     | \$118,117,893            | 17.4%      | \$338,698,272                      | 30.3%      | \$511,630,509            | 63.5%      |
| ADULT ALLERGY-TABS/CAPS                             | \$32,466,312         | -0.7%     | \$131,611,516           | 1.3%      | \$464,766,024            | 1.0%       | \$1,248,353,896                    | 1.1%       | \$1,983,875,845          | 0.9%       |
| ADULT ALLERGY-ORAL DISLV TAB                        | \$1,333,193          | -8.5%     | \$5,486,081             | -4.2%     | \$21,396,068             | -10.2%     | \$56,365,711                       | -12.6%     | \$87,550,080             | -10.2%     |
| ADULT ALLERGY-L GEL/SFT GEL                         | \$2,383,808          | -4.1%     | \$9,743,705             | 0.7%      | \$35,874,528             | 1.2%       | \$94,816,218                       | 1.2%       | \$148,824,421            | 4.9%       |
| PED ALLERGY   | \$5,229,372          | 9.5%      | \$21,274,660            | 10.5%     | \$80,642,187             | 8.6%       | \$215,552,012                      | 8.7%       | \$336,763,121            | 8.0%       |
| PED BASE AH   | \$4,975,224          | 4.8%      | \$20,241,192            | 5.7%      | \$76,472,482             | 3.6%       | \$205,984,997                      | 4.3%       | \$325,306,376            | 4.5%       |
| PED INS   | \$253,395            | 835.2%    | \$1,031,475             | 834.9%    | \$4,161,834              | 914.2%     | \$9,542,828                        | 1390.0%    | \$11,414,649             | 1682.3%    |
| PED ALLERGY-SYRUP                                   | \$3,312,092          | 11.5%     | \$13,512,649            | 11.7%     | \$49,404,815             | 11.1%      | \$134,662,571                      | 11.8%      | \$213,274,812            | 10.5%      |
| PED ALLERGY-CHEWABLE                                | \$711,298            | -17.1%    | \$2,982,835             | -13.9%    | \$11,758,600             | -17.2%     | \$31,812,656                       | -15.6%     | \$51,086,761             | -12.5%     |
| PED ALLERGY-ORAL DISLV TAB                          | \$926,440            | 1.2%      | \$3,648,040             | 2.2%      | \$14,998,476             | -0.7%      | \$38,873,912                       | -1.2%      | \$60,139,912             | 0.6%       |
| CLARITIN UPPER RESPIRATORY                          | \$7,975,950          | -3.7%     | \$32,534,633            | 7.5%      | \$133,716,650            | 5.1%       | \$373,177,691                      | 2.9%       | \$523,339,154            | 4.0%       |
| CLARITIN EXCL INS                                   | \$7,765,026          | 1.0%      | \$31,810,137            | 5.5%      | \$125,396,822            | 2.4%       | \$338,290,495                      | 1.7%       | \$520,456,959            | 3.3%       |
| CLARITIN ADULT ALLERGY                              | \$6,613,702          | 0.2%      | \$27,028,823            | 8.8%      | \$102,008,899            | 6.7%       | \$280,979,917                      | 2.7%       | \$402,410,110            | 4.7%       |
| CLARITIN ADULT BASE AH                              | \$4,415,113          | 0.3%      | \$17,125,042            | 0.3%      | \$61,357,645             | 0.5%       | \$180,558,645                      | 0.5%       | \$295,284,406            | 0.7%       |
| CLARITIN ADULT ALLERGY-TABS/CAPS                    | \$2,955,864          | -0.2%     | \$12,107,778            | 0.0%      | \$43,000,000             | 0.0%       | \$129,565,472                      | 2.3%       | \$197,000,000            | 3.2%       |
| CLARITIN ADULT ALLERGY-ORAL DISLV TAB               | \$14,290,200         | 0.7%      | \$55,674,741            | 7.0%      | \$194,627,774            | 3.0%       | \$534,494,867                      | 2.2%       | \$758,950,752            | 6.7%       |
| CLARITIN ADULT PSE                                  | \$2,809,224          | -17.7%    | \$10,706,394            | -8.0%     | \$41,027,774             | -2.0%      | \$110,707,224                      | -2.0%      | \$165,250,000            | -9.2%      |
| CLARITIN BASE-ADULT BASE AH-TABS/CAPS-12 HR         | \$263,328            | 0.0%      | \$1,031,475             | 7.4%      | \$3,712,759              | 2.0%       | \$11,801,977                       | 0.0%       | \$18,664,449             | 9.2%       |
| CLARITIN BASE-ADULT BASE AH-ORAL DISLV TAB-24 HR    | \$263,328            | 0.0%      | \$1,031,475             | 7.4%      | \$3,712,759              | 2.0%       | \$11,801,977                       | 0.0%       | \$18,664,449             | 9.2%       |
| CLARITIN ADULT ALLERGY-L GEL/SFT GEL                | \$554,929            | 0.6%      | \$2,257,411             | 7.4%      | \$10,274,466             | 2.7%       | \$25,570,206                       | 1.4%       | \$39,000,000             | 7.8%       |
| CLARITIN D PSE-ADULT PSE AH                         | \$1,991,025          | -2.8%     | \$7,929,042             | 6.1%      | \$30,444,106             | 3.2%       | \$82,320,076                       | 1.2%       | \$120,243,516            | 2.4%       |
| CLARITIN D PSE-ADULT PSE AH-TABS/CAPS-12 HR         | \$130,895            | -3.5%     | \$529,798               | 2.0%      | \$1,938,385              | 0.8%       | \$5,926,943                        | 0.7%       | \$9,664,449              | 1.7%       |
| CLARITIN D PSE-ADULT PSE AH-TABS/CAPS-24 HR         | \$1,060,130          | 7.1%      | \$4,389,244             | 10.2%     | \$16,005,724             | 3.9%       | \$42,840,132                       | 2.5%       | \$66,579,165             | 2.7%       |
| CLARITIN ADULT INS                                  | \$209,564            | 0.0%      | \$724,718               | 0.0%      | \$3,319,838              | 0.0%       | \$3,882,196                        | 0.0%       | \$3,882,196              | 0.0%       |
| CLARITIN CLARISPRAY-ADULT INS-SPRAY                 | \$209,564            | 0.0%      | \$724,718               | 0.0%      | \$3,319,838              | 0.0%       | \$3,882,196                        | 0.0%       | \$3,882,196              | 0.0%       |
| CLARITIN-PED ALLERGY                                | \$1,362,888          | 1.4%      | \$5,433,031             | 3.4%      | \$22,827,670             | 0.2%       | \$61,192,775                       | -0.5%      | \$94,929,040             | 1.1%       |
| CLARITIN-PED ALLERGY-CHEWABLE                       | \$925,122            | 7.7%      | \$3,642,921             | 10.0%     | \$14,974,459             | 6.3%       | \$38,705,819                       | 6.4%       | \$59,277,986             | 7.8%       |
| CLARITIN-PED ALLERGY-SYRUP                          | \$286,947            | -2.8%     | \$1,172,299             | -0.7%     | \$5,254,917              | -0.2%      | \$15,530,822                       | 1.9%       | \$24,356,038             | 5.1%       |
| CLARITIN-PED ALLERGY-ORAL DISLV TAB                 | \$150,818            | -20.3%    | \$617,812               | -19.3%    | \$2,598,295              | -24.1%     | \$6,956,134                        | -29.4%     | \$11,295,017             | -28.1%     |
| ALLEGRA UPPER RESPIRATORY                           | \$5,095,552          | -0.8%     | \$20,416,276            | 0.6%      | \$76,941,340             | -1.8%      | \$212,920,248                      | 0.7%       | \$333,320,148            | 1.6%       |
| ALLEGRA ADULT ALLERGY                               | \$4,727,503          | 0.7%      | \$18,876,652            | 2.1%      | \$70,214,587             | -0.1%      | \$193,773,193                      | 2.3%       | \$302,718,040            | 3.2%       |
| ALLEGRA BASE-ADULT BASE AH                          | \$3,451,304          | 3.8%      | \$13,659,511            | 5.5%      | \$50,952,253             | 2.5%       | \$140,961,361                      | 5.5%       | \$217,528,440            | 7.3%       |
| ALLEGRA BASE-ADULT BASE AH-TABS/CAPS                | \$2,904,754          | 0.9%      | \$11,438,702            | 2.0%      | \$42,004,852             | -0.9%      | \$117,791,432                      | 0.9%       | \$183,678,368            | -1.2%      |
| ALLEGRA BASE-ADULT BASE AH-TABS/CAPS-12 HR          | \$216,691            | -19.9%    | \$873,328               | -7.7%     | \$3,412,714              | -10.3%     | \$9,560,222                        | -11.8%     | \$15,179,299             | -8.8%      |
| ALLEGRA BASE-ADULT BASE AH-TABS/CAPS-24 HR          | \$2,688,062          | 3.0%      | \$10,565,374            | 2.9%      | \$38,592,138             | 0.0%       | \$108,231,210                      | 2.2%       | \$168,499,069            | -0.4%      |
| ALLEGRA BASE-ADULT BASE AH-GEL CAPS                 | \$546,551            | 22.7%     | \$2,220,810             | 28.0%     | \$8,947,400              | 22.5%      | \$23,169,929                       | 37.2%      | \$33,850,071             | 100.4%     |
| ALLEGRA BASE-ADULT BASE AH-GEL CAPS-24 HR           | \$546,551            | 22.7%     | \$2,220,810             | 28.0%     | \$8,947,400              | 22.5%      | \$23,169,929                       | 37.2%      | \$33,850,071             | 100.4%     |
| ALLEGRA D PSE-ADULT PSE AH                          | \$1,276,199          | -6.7%     | \$5,217,141             | -5.8%     | \$19,262,334             | -6.5%      | \$52,811,831                       | -5.4%      | \$85,189,600             | -5.8%      |
| ALLEGRA D PSE-ADULT PSE AH-TABS/CAPS-12 HR          | \$596,062            | -5.5%     | \$2,433,555             | -6.5%     | \$8,717,502              | -8.8%      | \$24,174,701                       | -8.9%      | \$39,317,803             | -10.5%     |
| ALLEGRA D PSE-ADULT PSE AH-TABS/CAPS-24 HR          | \$680,137            | -7.7%     | \$2,783,586             | -5.2%     | \$10,544,832             | -4.6%      | \$28,637,130                       | -2.2%      | \$45,871,797             | -1.4%      |
| ALLEGRA-PED ALLERGY                                 | \$368,049            | -16.9%    | \$1,539,624             | -15.0%    | \$6,726,752              | -16.9%     | \$19,147,055                       | -13.2%     | \$30,602,108             | -12.5%     |
| ZYRTEC UPPER RESPIRATORY                            | \$6,990,042          | 0.3%      | \$28,330,632            | 4.1%      | \$104,380,774            | 5.6%       | \$287,509,047                      | 4.2%       | \$447,904,247            | 5.6%       |
| ZYRTEC ADULT ALLERGY                                | \$6,411,682          | -2.8%     | \$25,958,336            | 0.5%      | \$94,671,717             | 1.7%       | \$261,224,672                      | 0.1%       | \$409,700,384            | 1.9%       |
| ZYRTEC BASE-ADULT BASE AH                           | \$5,467,591          | -2.8%     | \$22,051,373            | -0.3%     | \$80,466,794             | 0.6%       | \$221,557,146                      | 2.1%       | \$345,851,279            | 3.1%       |
| ZYRTEC BASE-ADULT BASE AH-TABS/CAPS                 | \$4,428,124          | 1.3%      | \$17,748,989            | 2.6%      | \$63,983,971             | 4.3%       | \$177,228,648                      | 6.0%       | \$276,083,460            | 6.3%       |
| ZYRTEC BASE-ADULT BASE AH-L GEL/SFT GEL             | \$768,228            | -14.1%    | \$3,163,935             | -7.5%     | \$12,144,810             | -4.7%      | \$32,914,853                       | -3.4%      | \$51,657,897             | 0.5%       |
| ZYRTEC BASE-ADULT BASE AH-ORAL DISLV TAB            | \$271,239            | -24.2%    | \$1,138,449             | -19.1%    | \$4,338,013              | -26.1%     | \$11,413,645                       | -27.3%     | \$18,109,922             | -23.9%     |
| ZYRTEC ADULT PSE AH                                 | \$944,091            | -3.1%     | \$3,906,962             | 5.5%      | \$14,204,924             | 8.1%       | \$39,667,526                       | -9.5%      | \$63,849,105             | -4.4%      |
| ZYRTEC D PSE-ADULT PSE AH                           | \$944,091            | -3.1%     | \$3,906,962             | 5.5%      | \$14,204,924             | 8.1%       | \$39,667,526                       | -9.5%      | \$63,849,105             | -4.4%      |
| ZYRTEC-PED ALLERGY                                  | \$578,361            | 56.9%     | \$2,372,297             | 70.1%     | \$9,709,057              | 68.8%      | \$26,284,375                       | 74.9%      | \$38,203,863             | 73.8%      |
| FLONASE UPPER RESPIRATORY                           | \$4,257,056          | -8.0%     | \$17,773,321            | -3.6%     | \$74,485,475             | 5.1%       | \$227,933,267                      | 31.5%      | \$348,958,991            | 101.3%     |
| FLONASE ADULT ALLERGY                               | \$4,057,759          | -13.2%    | \$16,958,940            | -8.0%     | \$71,253,278             | 0.5%       | \$221,509,665                      | 27.8%      | \$342,535,389            | 97.6%      |
| FLONASE-PED ALLERGY                                 | \$199,297            | 0.0%      | \$814,382               | 0.0%      | \$3,232,197              | 0.0%       | \$6,423,603                        | 0.0%       | \$6,423,603              | 0.0%       |
| NASACORT UPPER RESPIRATORY                          | \$1,711,801          | -19.1%    | \$6,815,703             | -17.5%    | \$25,571,833             | -15.1%     | \$81,206,694                       | -7.0%      | \$133,708,093            | -4.6%      |
| NASACORT ADULT ALLERGY                              | \$1,657,703          | -20.7%    | \$6,598,609             | -19.1%    | \$24,642,195             | -17.0%     | \$78,087,468                       | -9.9%      | \$128,717,047            | -7.7%      |
| NASACORT-PED ALLERGY                                | \$54,098             | 99.7%     | \$217,093               | 96.8%     | \$929,637                | 126.5%     | \$3,119,225                        | 387.0%     | \$4,991,046              | 679.3%     |
| PRIVATE LABEL ADULT INS                             | \$1,262,921          | 137121.7% | \$4,869,867             | 510731.8% | \$12,662,575             | 1328159.4% | \$18,849,276                       | 1977122.4% | \$20,126,209             | 2111068.3% |
| PL BUDESONIDE BASE-ADLT INS                         | \$13,827             | 0.0%      | \$77,633                | 0.0%      | \$251,904                | 0.0%       | \$272,120                          | 0.0%       | \$272,120                | 0.0%       |
| PL FLONASE ADT INS                                  | \$1,065,807          | 0.0%      | \$4,003,588             | 0.0%      | \$9,642,392              | 0.0%       | \$14,236,963                       | 0.0%       | \$14,236,963             | 0.0%       |
| PL RHINOCORT BASE-ADLT INS                          | \$15,695             | 0.0%      | \$57,044                | 0.0%      | \$230,902                | 0.0%       | \$279,106                          | 0.0%       | \$279,106                | 0.0%       |
| PL TRIAMCINOLONE BASE-ADLT INS                      | \$1167,591           | 18109.5%  | \$731,602               | 76642.5%  | \$2,537,377              | 266061.9%  | \$4,061,085                        | 425893.5%  | \$5,338,019              | 559839.3%  |
| RHINOCORT UPPER RESPIRATORY                         | \$400,382            | 0.0%      | \$1,652,651             | 0.0%      | \$6,238,761              | 0.0%       | \$16,367,672                       | 0.0%       | \$16,367,672             | 0.0%       |
| MUCINEX ADULT ALLERGY                               | \$84                 | 99.9%     | \$735                   | 99.9%     | \$4,732                  | 99.8%      | \$69,210                           | 99.2%      | \$799,998                | 95.9%      |
| VICKS CLEARQUIL BASE-ADULT BASE AH                  | \$2,363              | -97.5%    | \$10,776                | -97.1%    | \$62,726                 | -96.2%     | \$234,103                          | -95.6%     | \$2,446,712              | 69.5%      |
| VICKS CLEARQUIL BASE-ADULT BASE AH-TABS/CAPS-24 HR  | \$1,113              | -98.3%    | \$6,424                 | -97.6%    | \$43,562                 | -96.6%     | \$507,854                          | -86.9%     | \$1,631,591              | -71.8%     |
| VICKS CLEARQUIL BASE-ADULT BASE AH-TABS/CAPS-4-6 HR | \$1,250              | -95.1%    | \$4,352                 | -95.0%    | \$19,164                 | -95.3%     | \$19,249                           | -95.3%     | \$815,121                | -99.9%     |
| BENADRYL UPPER RESPIRATORY                          | \$4,016,391          | 0.6%      | \$16,238,590            | 3.7%      | \$50,970,335             | 5.1%       | \$127,226,120                      | 4.0%       | \$206,332,065            | 3.4%       |
| BENADRYL ADULT ALLERGY                              | \$2,957,751          | -2.1%     | \$11,958,860            | 1.4%      | \$37,151,245             | 3.3%       | \$91,708,022                       | 3.7%       | \$149,316,479            | 3.9%       |
| BENADRYL BASE-ADULT BASE AH-L GEL/SFT GEL           | \$696,036            | -0.5%     | \$2,726,254             | 3.7%      | \$8,668,667              | 6.4%       | \$21,420,166                       | 5.6%       | \$34,263,272             | 4.4%       |
| BENADRYL BASE-ADULT BASE AH-TABS/CAPS               | \$2,261,714          | -2.6%     | \$9,232,606             | 0.7%      | \$28,482,578             | 2.4%       | \$70,287,853                       | 3.1%       | \$115,053,205            | 3.7%       |
| BENADRYL-PED ALLERGY                                | \$1,058,640          | 9.1%      | \$4,279,730             | 10.7%     | \$13,819,090             | 10.1%      | \$35,518,099                       | 4.7%       | \$57,015,586             | 2.5%       |
| PRIVATE LABEL-TOTAL ALLERGY                         | \$18,481,440         | 7.6%      | \$74,858,140            | 7.8%      | \$252,966,331            | 5.9%       | \$653,217,544                      | 5.0%       | \$1,042,658,587          | 3.9%       |
| PRIVATE LABEL-ADULT ALLERGY                         | \$16,889,305         | 8.5%      | \$68,316,421            | 9.0%      | \$229,812,484            | 7.1%       | \$590,010,113                      | 5.7%       | \$939,177,927            | 4.4%       |
| PRIVATE LABEL-PED ALLERGY                           | \$1,592,134          | -0.8%     | \$6,541,719             | -2.9%     | \$23,153,847             | -5.2%      | \$63,207,431                       | -3.9%      | \$103,480,659            | -0.1%      |
| PRIVATE LABEL-ADULT BASE AH                         | \$14,135,967         | 1.1%      | \$57,610,831            | 2.7%      | \$195,178,586            | 2.1%       | \$509,740,817                      | 2.3%       | \$819,665,392            | 2.4%       |
| PRIVATE LABEL-ADULT PSE AH                          | \$1,452,526          | -6.0%     | \$5,681,967             | -11.4%    | \$21,429,090             | -6.2%      | \$59,839,322                       | 3.0%       | \$96,745,997             | 0.6%       |
| PRIVATE LABEL-TOTAL LORATADINE                      | \$4,560,905          | -0.1%     | \$18,362,276            | 0.8%      | \$66,694,405             | 0.5%       | \$177,670,873                      | -0.6%</    |                          |            |