

Business Snapshots - Dollar Sales Probiotics

Total US MULO	LW		L4		L12		YTD		L52	
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
TOTAL PROBIOTICS (DH +NUTR) CORE	\$13,613,311	17.1%	\$56,990,666	17.8%	\$176,867,636	19.3%	\$329,191,161	20.7%	\$721,145,075	19.7%
TOTAL TRUBIOTICS	\$551,545	14.1%	\$2,213,473	15.4%	\$6,948,724	14.3%	\$12,907,746	11.7%	\$28,037,993	6.8%
TOTAL PHILLIPS COLON HEALTH	\$1,166,616	7.9%	\$4,813,509	11.0%	\$14,048,867	9.1%	\$25,455,665	8.6%	\$57,966,659	8.5%
TOTAL PRIVATE LABEL CORE PROBIOTICS (DH + NUTR)	\$3,030,935	13.0%	\$12,700,700	18.0%	\$40,083,641	22.1%	\$75,202,012	24.4%	\$165,908,120	22.5%
TOTAL CULTURELLE CORE PROBIOTICS (DH + NUTR)	\$2,243,897	27.2%	\$9,417,095	25.6%	\$28,440,477	20.3%	\$52,040,563	19.1%	\$112,899,179	21.8%
TOTAL ALIGN CORE PROBIOTICS (DH + NUTR)	\$1,496,848	15.1%	\$6,048,563	14.3%	\$17,989,537	11.1%	\$33,563,770	12.2%	\$74,875,317	7.1%
TOTAL PROBIOTICS (DH) CORE	\$8,746,581	13.6%	\$36,227,958	13.8%	\$112,024,700	15.1%	\$207,873,231	16.5%	\$459,511,441	15.5%
PHILLIPS COLON HEALTH (DH) CORE	\$967,804	6.9%	\$3,977,770	9.8%	\$11,424,444	7.6%	\$20,588,449	6.7%	\$46,911,027	6.4%
PHILLIPS DIGESTIVE HEALTH SUPPORT (DH) CORE	\$4,991	-91.7%	\$29,655	-88.7%	\$174,034	-81.9%	\$382,200	-78.8%	\$1,755,565	-53.3%
TRUBIOTICS (DH) CORE	\$233,509	5.4%	\$954,671	8.7%	\$2,976,097	8.7%	\$5,543,809	10.1%	\$12,227,233	8.4%
PRIVATE LABEL (DH) CORE	\$2,439,244	11.6%	\$10,172,900	16.8%	\$32,991,416	25.5%	\$62,268,822	29.5%	\$136,678,727	27.8%
CULTURELLE (DH) CORE	\$1,855,172	31.3%	\$7,819,308	29.1%	\$23,439,736	23.2%	\$42,307,546	20.2%	\$91,476,114	23.0%
ALIGN (DH) CORE	\$1,396,696	16.8%	\$5,643,659	15.9%	\$16,718,496	12.0%	\$31,345,690	13.2%	\$69,749,668	6.8%
DIGESTIVE ADVANTAGE (DH) CORE	\$1,034,360	23.3%	\$4,034,867	12.9%	\$12,765,379	17.4%	\$23,854,739	22.2%	\$51,290,212	20.7%
FLORASTOR (DH) CORE	\$572,041	12.7%	\$2,555,266	11.3%	\$7,781,956	10.5%	\$14,085,234	11.3%	\$30,432,192	8.8%
INSYNC (DH) CORE	\$2,751	-97.9%	\$21,536	-96.2%	\$293,230	-82.6%	\$1,404,320	-55.7%	\$4,859,596	-48.3%
FLORAX DS (DH) CORE	\$16	-92.1%	\$631	-70.8%	\$1,092	-96.7%	\$1,934	-97.5%	\$6,760	-98.9%
TOTAL PROBIOTICS (NUTR) CORE	\$4,741,089	20.9%	\$20,264,128	22.3%	\$64,088,740	26.0%	\$120,563,734	27.7%	\$260,879,438	27.7%
PHILLIPS COLON HEALTH (NUTR) CORE	\$198,813	12.7%	\$835,739	16.8%	\$2,624,423	16.4%	\$4,867,216	17.3%	\$11,055,633	18.3%
TRUBIOTICS (NUTR) CORE	\$306,391	17.0%	\$1,209,360	16.3%	\$3,810,082	14.1%	\$7,022,411	7.7%	\$15,246,981	1.7%
NATURES BOUNTY (NUTR) CORE	\$761,225	29.3%	\$3,390,173	33.4%	\$10,681,262	43.3%	\$20,677,865	47.7%	\$43,473,892	51.8%
RENEW LIFE (NUTR) CORE	\$787,158	43.5%	\$3,352,288	47.7%	\$10,449,198	47.9%	\$19,033,717	47.0%	\$39,481,737	42.4%
PRIVATE LABEL (NUTR) CORE	\$466,049	-6.2%	\$2,029,220	-1.2%	\$6,338,029	-3.0%	\$12,178,995	-1.5%	\$28,475,197	0.0%
CULTURELLE (NUTR) CORE	\$388,725	10.6%	\$1,597,787	10.7%	\$5,000,742	8.2%	\$9,733,016	14.5%	\$21,423,065	16.9%
ENZYMATIC THERAPY (NUTR) CORE	\$309,365	-1.9%	\$1,334,649	-3.7%	\$4,239,447	7.1%	\$7,992,173	9.3%	\$18,045,792	10.4%
FLORAJEN (NUTR) CORE	\$219,437	27.4%	\$1,000,114	40.6%	\$3,099,490	40.9%	\$5,841,588	45.5%	\$12,137,944	43.6%
NATURE MADE (NUTR) CORE	\$123,222	9.9%	\$543,419	6.9%	\$1,940,087	21.8%	\$3,607,511	10.8%	\$8,825,544	14.6%
VSL 3 (NUTR) CORE	\$180,042	62.5%	\$726,301	36.1%	\$2,308,134	41.3%	\$4,112,055	43.9%	\$8,824,004	34.9%
ACCUFLORA (NUTR) CORE	\$77,596	-11.2%	\$320,500	-9.2%	\$1,110,729	-7.7%	\$2,243,833	-1.4%	\$5,167,939	-1.0%
ALIGN (NUTR) CORE	\$100,152	-4.4%	\$404,904	-3.3%	\$1,271,042	0.8%	\$2,218,080	-0.8%	\$5,125,649	12.2%